

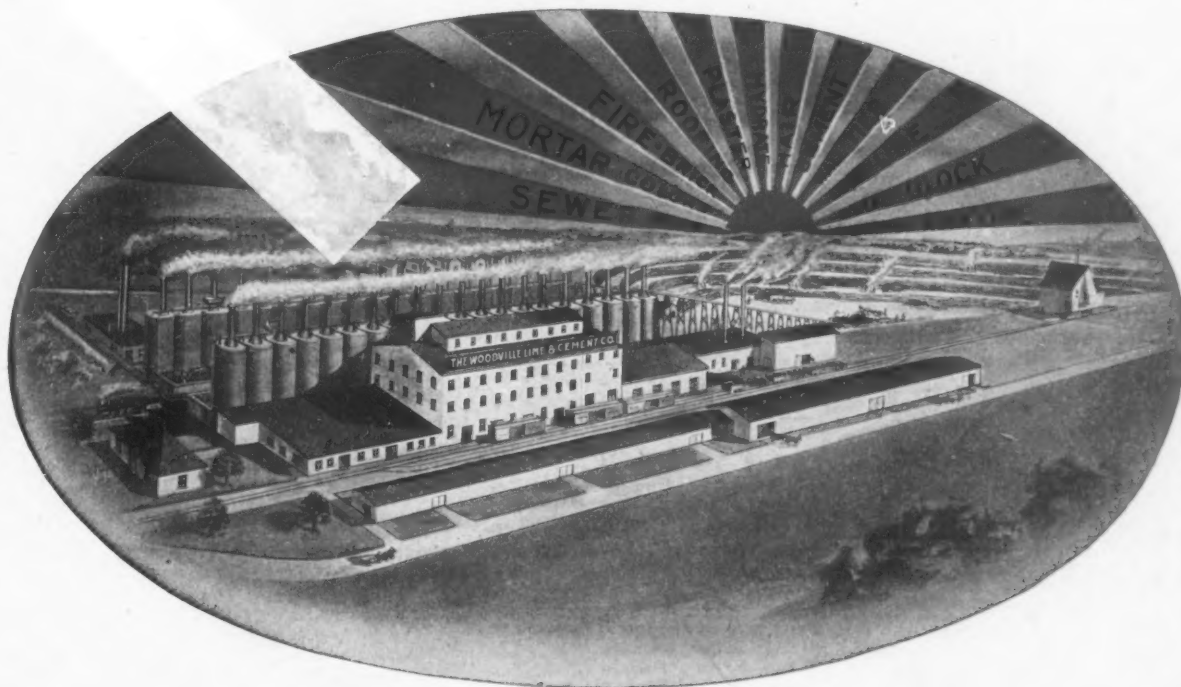
# Rock Products and BUILDING MATERIALS

INCORPORATING DEALERS BUILDING MATERIAL RECORD

Volume XV

CHICAGO, ILL., APRIL 7, 1915.

Number 11.



## "THE BEST UNDER THE SUN"

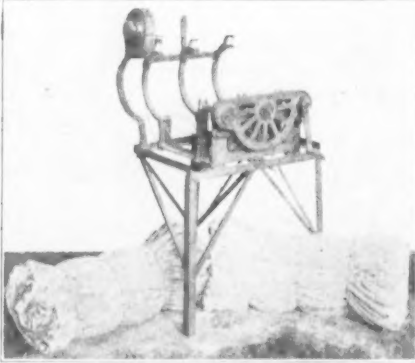
MANUFACTURERS OF

White Enamel Finish Hydrated Lime  
White Lily Finish Hydrated Lime  
Polar Bear "Alca" Stucco  
Enamel "Alca" Plaster  
Lump Lime

WHOLESALEERS OF

Hard Wall Plaster  
Keene's Cement  
Mortar Colors  
Sewer Pipe  
Roofings

**The Woodville Lime & Cement Company**  
1341-50 Nicholas Bldg., Toledo, Ohio



## Bag Bundler

IT COUNTS 'EM AND  
BUNDLES 'EM

Saves Time  
Eliminates Errors

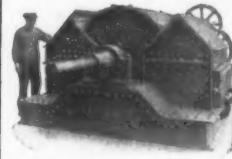
A few of our many customers say:

"It does the work of three men."  
"Will shortly order three more."  
"Would not take three times what we paid for it."  
"It is a wonderful money saver."

Write for prices

**The Faerberhill  
Manufacturing Co.**  
1392 East 40th St., CLEVELAND, O.

Agents wanted in every city. A side line for machinery and builders supply salesman.



## "PENNSYLVANIA"

**Hammer Crushers** For Crushing and Pulverizing Lime, Limestone, Gypsum, Marl, Shale, Etc.  
Main Frame of Steel, "Ball and Socket" Self-aligning Bearings; forged Steel Shaft; Steel Wear Liners; Cage adjustable by hand wheel while Crusher is running.  
No other hammer Crusher has such a big Safety Factor.

**Pennsylvania Crusher Co.**  
New York PHILADELPHIA Pittsburgh

Write us for prices on "BEAR CREEK"  
brand White Lime and "WHITE BEAR"  
Hydrated Lime. Prompt Shipment.

**HANNIBAL LIME CO.** HANNIBAL MO.

Daily Capacity  
7000 Barrels



The Quality  
Cement of the  
Middle West

**MORE THAN FIFTEEN YEARS OF SATISFACTION**

THREE PLANTS: ALPENA — DETROIT — WYANDOTTE

## HURON AND WYANDOTTE

Water and Rail Facilities Best Serve the  
Entire Middle West

EVERY BARREL TESTED AND GUARANTEED. SOLD BY THE BEST DEALERS EVERYWHERE

**Main Office: 1525 Ford Bldg., Detroit, Michigan**

Daily Capacity  
3000 Barrels



The Leading  
Concrete  
Cement



Beautiful Houses from Illinois to  
Massachusetts are Roofed  
with Reynolds Flexible  
Asphalt Shingles

A multitude of pretentious residences in a score of states are giving ample proof of the long-lasting surface of Reynolds Flexible Asphalt Shingles.

Every type of modern home can be protected and beautified, at lower cost, with these time-

tried, weather-tested shingles. They withstand the ravages of driving rain, pelting hail, hottest sun and heaviest snow without warping, cracking, splitting, curling or blowing off. Sparks cannot set them of fire. Long Exposure cannot dull their rich color. Adaptable to every style of pitched roof, and make possible unusual architectural effects, such as roll edges, thatch effects and rounded corners.

## Reynolds Asphalt Shingles

Guaranteed for 10 years—will wear many years longer—  
Write for liberal agency proposition.

Tough-surfaced weather defiers made of crushed slate or granite securely embedded in pure Asphalt. Natural colors of garnet, red or gray-green which never fade and never need painting. We are the original makers of flexible asphalt slate shingles and tested them for ten years before putting them on the market. They are uniform in size—8 ins. by 12½ ins.—and are laid 4 ins. to the weather. Easily and quickly laid.

Let us send you a booklet showing photographs of modern houses roofed with Reynolds Asphalt Shingles. Write for a copy TODAY.

**H. M. REYNOLDS ASPHALT SHINGLE CO.**  
Original Manufacturer Grand Rapids, Mich.  
Established 1868 Members of National Builders' Supply Association

## Wheeling Wall Plaster Co.

WHEELING, W. VA.



The Building Material  
Supply House of the  
Ohio Valley

CAR LOADS AND LOCAL SHIP-  
MENTS AT WHOLESALE PRICES

*Try Our Service*

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS











United States Custom House and Postoffice, Omaha, Neb  
KALLOLITE PLASTER USED

## **Kallolite Cement Plaster**

Was used on the Omaha Post  
Office, as well as many other

**Government and Public  
Buildings.**

Kallolite Cement Plaster is manufactured from the Purest Gypsum Rock  
found in the United States as shown by last Government Report.

**CARDIFF GYPSUM PLASTER CO.**

✉ Write for literature.

FT. DODGE, IOWA



# Mr. Dealer:

Do you handle 4x5x12 and 5x8x12 BAKUPS? We  
have a nice stock from which we can make quick and rapid  
shipments. Our BAKUPS are made from high-grade  
"Ohio" fire-clay and you will be well pleased with what  
we would ship.

We also make PARTITION TILE from 3x12x12 to  
12x12x12.

*Get Our Prices*

**The Metropolitan Paving Brick Company**  
Canton, Ohio

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

PETER MARTIN Pres. &amp; Gen. Mgr.

JULIUS M. MARTIN, Asst. Gen. Mgr.

**Capital \$1,500,000****THE OHIO AND WESTERN LIME CO.**

Manufacturers and Wholesale Dealers in

**Ground Lime, Lump Lime, Fertilizer, Rock Wall Finish, Hydrated Lime, Cement, Plaster, Hair, Etc.****CAPACITY 8000 BARRELS PER DAY**

We have large stone crushers at various places. We make a Magnesia and high Carbonate of Lime. All of these limes are the very best on the market.

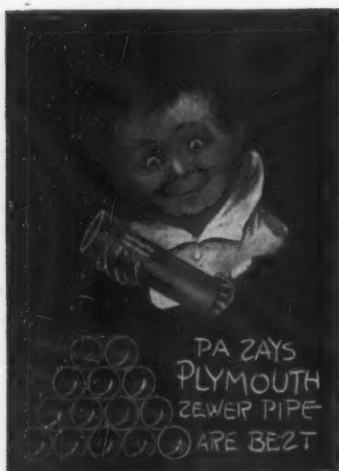
**THE LARGEST IN THE WORLD**

**WORKS AT** Huntington, Ind.; Fostoria, O.; Gibsonburg, O.; Sugar Ridge, O.; Tiffin, O.; Genoa, O.; Limestone, O.; Lime City, O.; Portage, O.; Marion, O.; Bedford, Ind.

**OFFICES AT**

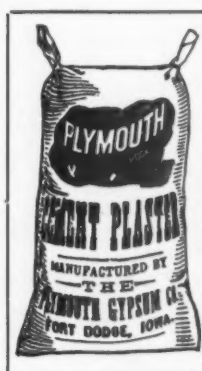
Huntington, Ind.

Marion, Ohio.



**PLYMOUTH  
CLAY  
PRODUCTS  
CO.**

FORT DODGE, IOWA

**PLASTER****WOOD FIBER  
PLASTER**

Fireproof Partition Blocks  
Sackett Plaster Board  
Steel Studding

Known as Brands of Quality

WRITE US

**PLYMOUTH GYPSUM CO.**  
FORT DODGE, IOWA

**NORTH-WESTERN  
PORTLAND CEMENT**

The Reliable Portland Cement

A Portland Cement for the  
NORTHWEST

**North-Western States Portland  
Cement Co.**  
MASON CITY, IOWA

**Dealers Everywhere—**

**YOU SHOULD HANDLE  
Monarch Brand Hydrated Lime**

Because it's the only perfect Hydrated Lime and you can get increased business by recommending it. It's uniform. It's fine. It won't "blister" or cause "chip cracks" and "crazing."

You get the benefits of Monarch advertising service. You get the business that others are getting now.

Don't neglect this chance to increase your lime sales.

Ask us how we can help you sell Monarch Hydrated Lime. Write us that you want to be a "Monarch" man.

**National Lime & Stone Co.**  
CAREY, OHIO

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

**EXPANDED CUP**  
**SYKES SELF FURRING**  
**METAL LATH**  
 SAVES 3 TO 5¢ A SQ. YD.

## Metal Lath is the **Building Material** **of Today**

It gives protection, better service,  
longer service and it saves the owner  
money.

**SYKES** EXPANDED CUP LATH  
*Self-Furring*

saves 3 to 5 cts. a sq. yd. because it  
 is so crimped that it provides a per-  
 fect key for mortar. No furring strips  
 are required. Sykes Expanded Cup  
 Metal Lath becomes firmly imbedded  
 in stucco or plaster.

### Best for Interior Work Best for Exterior Work

Sykes Expanded Cup Lath is  
 heavier, stronger and better than  
 others when cut from the same gauge  
 of metal, for the reason that it is cut  
 with a wider strand. Don't judge  
 metal lath by gauge alone, but by  
 gauge and weight.

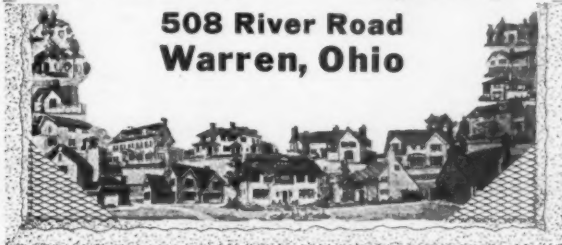
Indorsed by architects.  
 Approved by U. S. Gov-  
 ernment for Post Office  
 work.

Write us today for Free  
 Book, which gives complete  
 specifications for Stucco  
 Work on Metal Lath and  
 for FREE Sample. This  
 book will save you money.



## Sykes Metal Lath & Roofing Company

508 River Road  
 Warren, Ohio



## Profits

To increase profits is one of the aims  
 of every building supply dealer. Let

## Marquette Portland Cement

*"The Certified Cement"*

help you increase your profits; it's  
 helping others, and it will help you,  
 too.

Every bag of Marquette Portland  
 Cement is tested and guaranteed be-  
 fore you get it. There's a green guar-  
 anty tag on every bag that certifies its  
 superior quality.

Whether you're handling Mar-  
 quette Portland Cement now or not,  
 you'll want to know more about our  
 proposition and we want to tell you  
 about it.

**Marquette Cement Mfg. Co.**  
 1335 Marquette Bldg. Chicago

## Best Bros. Keene's Cement

*The Plaster That Stands  
 Hard Knocks*



The permanent plaster for interior walls.

May be retempered as often as necessary.

Makes a perfect bond on concrete, brick,  
 tile or lath.



**The Best Bros.  
 Keene's Cement Co.**

Established 1889  
 Dept. A, Medicine Lodge, Kansas  
 NEW YORK CHICAGO



It is a fact that the contrac-  
 tors who are using the most  
 "CHICAGO AA" Portland  
 Cement, are the ones who have  
 been using "CHICAGO AA"  
 longest.



# AMERICAN CEMENT PLASTER COMPANY

General Offices: Lawrence, Kansas.

-::-

-::-

Branch Offices: Toledo, Ohio. Ft. Dodge, Iowa.

MANUFACTURERS OF

Wall Plaster, Wood Fiber Plaster  
Molding and Dental Plaster  
Finish Plaster  
Wall Board and  
Gypsum Partition Tile

AGENTS FOR BEST BROS. KEENE'S CEMENT

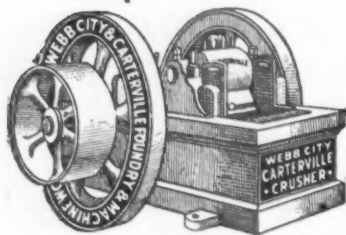
## CEMENT PRODUCTION COST

is materially lowered by the installation of Blake Type Crushers.

The crusher which we manufacture has fewer parts and is kept more easily in repair than any other style on the market.

Webb City and Carterville Foundry and Machine Works

Main Office Webb City, Mo.



Simple in Construction

Gigantic in Strength

## McCully Gyrotory Rock Crusher

Write for Catalog P M 4-58

### PRINCIPAL PRODUCTS

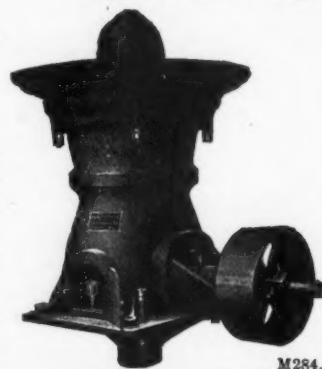
Rock Crushing Machinery, Mining and Smelting Machinery, Cement Making Machinery, Wood Impregnating Plants, Loomis-Pettibone Gas Generators, Suction Gas Producers, Cyanide and General Steel Tank Work, Woodbury Jigging System, Lead Burning.

## Power and Mining Machinery Co.

Cudahy (Suburb of Milwaukee), Wis., U. S. A.

New York Office: 115 Broadway

District Offices—Chicago, El Paso, San Francisco, Atlanta.



M284.1

## THE CLAYTON HIGH SPEED SELF-OILING Air Compressors

Single, Duplex and Triplex

can be Coupled Direct or Belted to your Electric Motor or other source of power. Simple, Efficient, Convenient and Dependable. Best Machines for Small Pneumatic Tools, Riveters, Air Drills, Cleaning Machinery, Air Holsts, Moulding machine and small Foundry work, and other Machine Shop Service.

Send for Bulletin C-212-58.

INTERNATIONAL STEAM PUMP CO

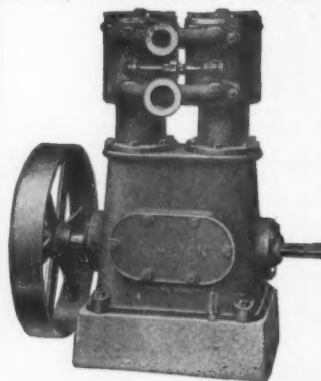
Clayton Air Compressor Plant

Works: East Cambridge, Mass.

New York Office: 115 Broadway

Branch Offices in all Principal Cities.

C185.1



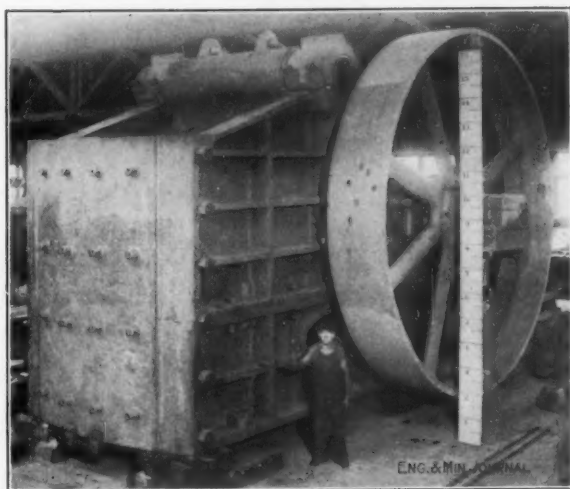
Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

# TRAYLOR TRIUMPH

**LARGEST JAW CRUSHER  
EVER CONSTRUCTED**

**66" x 86" JAW OPENINGS**

**WATER COOLED BEARINGS  
ALL STEEL FRAME**



(Over 16' High and Weighs Over 500,000 Lbs.)

## Tremendous Capacity and Range

**J**UST completed in the Traylor shops is a jaw crusher which will be used for the destruction of large rocks. This machine will crush all sizes that can be handled by a 6-yd. steam shovel to 8" at the rate of 500 tons per hour.

It has been demonstrated time and again that the most economical way of destroying anything is by large machines. In recent years this practice has been adopted for crushing rocks and since that time the Traylor Eng. & Mfg. Company have secured orders for 3 of the largest and most up-to-date Jaw Crushers on the market.

These crushers are up-to-date because they are the result of years of experience and careful study of our Engineering Department and embody features that make them the most improved on the market.

All sizes and types are fitted with Water-Cooled Pitman and Bearings; Positive Lubricating System; Large Steel Shafts; Manganese Steel Wearing Plates and massive construction of all parts subjected to severe strains.

Send for Catalogue G-2, describing Jaw Crushers

**TRAYLOR ENG. & MFG. CO.**  
ALLENTOWN, PA.

New York Office:  
24 Church St.

Salt Lake Office:  
510 Newhouse Bldg.



*Illustrating Why Eventually  
You Will Install*

## SYMONS DISC CRUSHERS



### Suppose

you had a jaw crusher with a bottom exit opening 12 feet 6 inches long. Three times as long as the feed opening.

### Suppose

that the stone could be spread evenly over the entire surface of the jaws.

### Suppose

that the swing jaw were given 350 strokes per minute, which is twice the usual number.

### Suppose

that the feed could be forced constantly with a power many times that of gravity.

### If Such a Machine Could Be Built

its capacity would probably be equal to a

### 48-Inch Symons Disc Crusher

#### Which DOES

have an exit opening 12 feet 6 inches long.

#### Which DOES

spread the stone evenly over the surfaces of the discs.

#### Which DOES

give 350 crushing movements per minute.

#### Which DOES

utilize centrifugal force many times stronger than gravity to force the feed.

### Again if the above saw crusher could be built

The compact, strong construction.  
The smooth rotary movement.  
The great durability, and the  
Unique oil bath provision

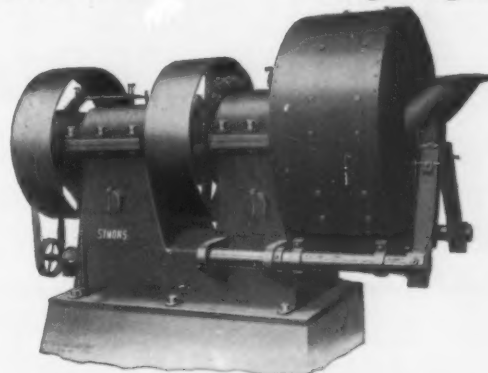
### Would Still Be Found Only in the SYMONS DISC CRUSHER

LET US REPEAT

### *Eventually Symons Discs*

MANUFACTURED AND SOLD ONLY BY

**CHALMERS & WILLIAMS**  
1450 Arnold St. Chicago Heights, Ill.



SYMONS DISC CRUSHER (Patented)

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

# BRICK ROADS

F. LAWSON MOORES, President

W. W. CONEY, Sec'y & Treas

Factory:  
ZANESVILLE, OHIO

## THE HARRIS BRICK COMPANY

Office: St. Paul Building  
CINCINNATI

Manufacturers of  
VITRIFIED SHALE BRICK, HARRIS PAVERS

## THE METROPOLITAN PAVING BRICK COMPANY

Manufacturers of "BEST PAVING BLOCK MADE"  
CANTON - - - - - OHIO



## THE THORNTON FIRE BRICK CO.

Use "Grafton" Shale or Fire Clay Block  
for Permanent Pavements

CLARKSBURG,  
W. VA.

Robert W. Hunt

Jno. J. Cone

Jas. C. Hallsted

D. W. McNaugher

## Robert W. Hunt & Co., Engineers

Bureau Of  
INSPECTION TESTS AND CONSULTATION

General Offices

TESTS OF PAVING BRICK

2200 Insurance Exchange, Chicago

SEND FOR OUR BOOKLET "B"

# THE BELDEN BRICK CO.

Incorporated 1893

Sales Offices:

CANTON, OHIO



## FIVE MODERN FACTORIES

producing practically every color and texture of Face Brick put us in position to take care of the dealer to the best possible advantage. It will pay you to have our samples and prices. Write now.

### FACTORIES:

Canton, O. Somerset, O. Port Washington, O. Uhrichsville, O. Tuscarawas, O.

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



# BOSTWICK

Sales Pointers  
No. 3

Look at the Last Two  
Issues Rock Products  
for Nos. 1 and 2

## YOU CAN SELL "Bostwick Truss-Loop" Metal Lath

**BECAUSE**, the waste material with "Truss-Loop" will average only 3% as compared to 14% on other types of Metal Lath. This is due to the nesting rib by which each joint is reinforced to double strength and is absolutely and immovably placed at the time of erection.

**BECAUSE**, it has been proven by practical plasterers in all sections of the country that the cost of the finished plastered surface on Bostwick "Truss-Loop" is 10c per square yard less than on any other type of Metal Lath.

**The Bostwick Steel Lath Co. - - - Niles, Ohio**

## BRICK—The Old Way of Handling Them is a Nuisance

In tossing brick out of a car many are broken. A wheelbarrow doesn't carry enough bricks to warrant the time it takes to load, wheel it out and dump it.



### Use a CLEVELAND BRICK CLAMP

*It is the Newest and Quickest Way*

Furthermore, in unloading brick it actually saves ONE-THIRD of the time over the old methods. This clamp is adjustable and will carry from FOUR to TWELVE bricks. There's no fuss or bother. Simply place the clamp down on the bricks and lift the handle.

The price? It is so inexpensive ANYONE can afford it. Just send your name on a postal and we'll send a neat catalog and price list.

**THE P. D. CRANE COMPANY, 10201 Harvard Avenue, Cleveland, Ohio**

## EFFICIENCY AND ECONOMY In Slack Cable-Way Operation

WITH

### NEGLEY EXCAVATORS

*Not How Cheap—But How Good*

All Operations with One Machine

**INDIANAPOLIS CABLE EXCAVATOR CO.**  
BEAUTY AVE. & NEW YORK ST., INDIANAPOLIS, INDIANA  
LELAND EQUIPMENT CO., San Francisco, Cal.  
CHAS. T. TOPPING MACHINERY CO., Pittsburgh, Pa.  
LECKY & COLLIS, Ltd. Montreal Toronto Napanee  
WESTERN SUPPLY & EQUIPMENT CO., Ltd.  
Edmonton Calgary Lethbridge

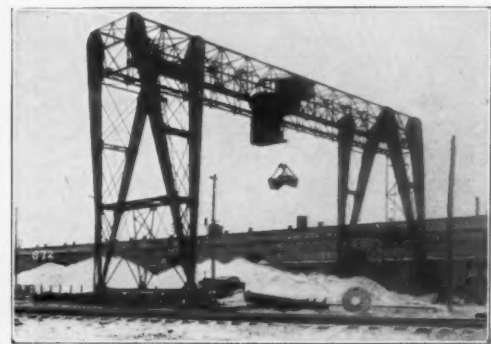
## Dragline Cableway Excavators SHEARER & MAYER & SAUERMAN PATENTS

Dig, convey, elevate and dump in one continuous operation, from wet or dry pit, to bins, screens, cars, or storage piles. Operated with a double drum friction hoist. Buckets are designed to dump at either end of track cable and are under positive control of one operator.



Write us your conditions and requirements and we will advise you if our equipment is adaptable.

**Sauerman Brothers, Engineers**  
1140 Monadnock Block CHICAGO, ILLINOIS



Special Sand Handling Gantry Crane built for the Edward Ford Plate Glass Company, Toledo

## SOLVING THE PROBLEM

of how to handle your raw materials in the quickest, cheapest and best manner is easily accomplished if you do it the

## "McMYLER INTERSTATE WAY"

Our engineers are ready to co-operate with you and show you how. It is a real service in which they take considerable pride, and it is yours for the asking.

**The McMyler Interstate Company Dept. P-2 Cleveland, Ohio**

Products—Locomotive Cranes—All type of Buckets for every purpose—Elevating and Conveying Machinery, etc.

New York

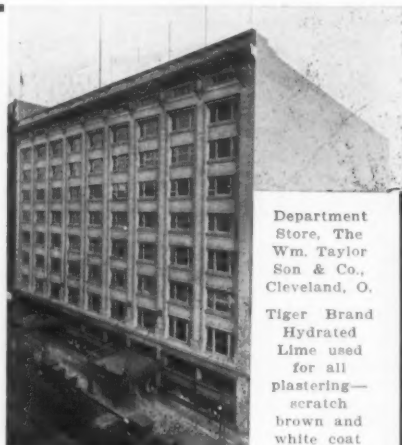
London

Chicago

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

## A LIME OR- DER WORTH HAVING

The lime for plastering a building like this is a considerable item in the cost, and a big factor in the appearance of the interior. That is why the architect specified



Department  
Store, The  
Wm. Taylor  
Son & Co.,  
Cleveland, O.

Tiger Brand  
Hydrated  
Lime used  
for all  
plastering—  
scratch—  
brown and  
white coat

## Tiger Brand Hydrated Lime

You will find, if you inquire, that architects are definitely specifying the plastering material on nearly all of their fine work.

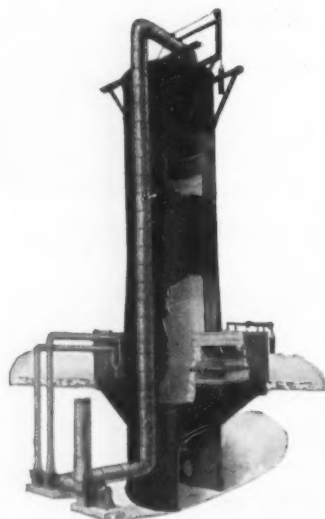
What is more natural than to specify the only lime which has been consistently advertised to them, and the only lime they know by name and by reputation.

The agency for Tiger Brand  
is worth money to a dealer



**THE KELLY ISLAND LIME & TRANSPORT CO.**  
Cleveland, Ohio

## Doherty-Eldred Lime Kiln



## The Improved Equipment Co.

COMBUSTION ENGINEERS

60 Wall St., New York City

Complete Coal Gas Plants  
Complete Lime Burning Plants  
Gas Producers

Lime Kilns  
Special Industrial Furnaces  
Refractory Materials



**Quality Control**  
**LEHIGH**  
**from the first blast**  
**to the final test**

Constant care in every stage of its manufacture is the price paid for the uniformity of Lehigh's strength, color and fineness.

Add to these qualities which make Lehigh the consumer's choice, the fact that Lehigh service delivers you your cement when wanted and that Lehigh advertising works with you in building up your sales—then you understand why we feel Lehigh should be **YOUR CEMENT.**

**Lehigh Portland Cement Company**  
ALLENTOWN CHICAGO SPOKANE

**LEHIGH**  
PORTLAND  
**CEMENT**

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



APR 12 1915

# Rock Products and BUILDING MATERIALS

INCORPORATING DEALERS BUILDING MATERIAL RECORD

Volume XV.

CHICAGO, APRIL 7, 1915.

Number 11.

PUBLISHED SEMI-MONTHLY.

DEVOTED TO

Quarry Products, Cement, Lime, Plaster, Sand and Gravel, Clay Products and Building Specialties—Fireproof Building and Road Construction.

THE FRANCIS PUBLISHING COMPANY.

EDGAR H. DEFEBAUGH, Prest.

Seventh Floor, Ellsworth Bldg., 537 So. Dearborn St., Chicago, Ill., U. S. A.  
Telephone: Harrison 8086, 8087 and 8088.

## EDITORS:

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H. F. AKE, Secretary.  
DRUSUS H. NICHOLS, Advertising Manager.

Communications on subjects of interest to any branch of the industry are solicited and will be paid for if available.  
Every reader is invited to make the office of Rock Products and Building Materials his headquarters while in Chicago.  
Editorial and advertising copy should reach this office at least five days preceding publication date.

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In the United States and Possessions.....\$1.00  
In all other Countries in the Postal Union.....\$1.50  
Subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.  
Advertising rates furnished on application.

Published on the 7th and 22nd of each month.  
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Copyright, 1915, by E. H. Defebaugh.

There are more arguments for "back to the farm" than ever before.

Hydrated lime has become the steadiest member of the great staples in the line of building materials.

The crop of road specifications to be commenced this spring promises great activity in the Eastern portion of the country particularly.

Confidence is the biggest asset. It adds fifty per cent to the value of the capital stock in any line. This gratifying ingredient developed in all of the dealers' meetings during the past few weeks amounts to a promise of more business and living prices.

The market for Portland Cement is off a little, which is seasonal. Neither the dealer nor the consumer have any objections to a living price for this staple article, but they do want the business handled in such a way as to give the men in the business a square deal.

With war prices on wheat, oats and corn we are confronted with an inverse ratio in the matter of building materials. Perhaps the reason for this is a campaign to induce prospective builders to get busy while the prices are low. If ever there was a time that a man who has to build, can get the best of the markets, that time is right now, and the word ought to be passed along so as to increase the crop of building appropriations with the opening of spring.

The month of April brought a taste of prosperity to the Central States when the steel mills and Pullman shops of Chicago opened their doors to large numbers of workmen. This move on the part of the large and well-known concerns had a beneficial effect on smaller manufacturers, who had been curtailing expenses of every nature, in some cases to their own detriment.

It is altogether possible for the dealers in each and every market to establish and maintain for their own protection a systematic scale of prices for the delivery of building materials, by dividing the city into delivery districts or zones, computed upon the length of haul from the warehouse or switch-track and so reduce the important expensive teaming branch of the business to a scientific mechanical operation, which will require little or no attention after being once properly installed to bring back the returns that should be produced in this arm of your service.

The Panama-Pacific Exposition will get the benefit of the curtailment of European tourists this year and the principle of "See America First" will doubtless be firmly implanted as the proper social stunt for all future time. When Americans come to realize that there are more natural phenomena in their own country, and greater and more beautiful works of art than Europe can afford, they will appreciate the splendid distances of overland travel at home more than they ever have done. This is one of the indirect benefits of war that will remain with us, probably as a permanent asset.

With oats at 50 or 60 cents and corn at 75 to 85 cents and the efficiency of the horse for drawing tonnage remaining the same, the cost of hauling has advanced from 30 to 50 per cent. The man who considers the efficiency of his team as an important factor of his business operations has simply got to advance his charges upon this indispensable item or he is pretty sure to lose money. In this connection it is a good thing for those who have road jobs and heavy engineering contracts of every description to consider the matter of tractor motive power for the conveyance of crushed rock and similar cheap materials from railroad delivery to the job. The cost of coal has not advanced, and the steam tractor will pull just as big a load for the same money as it did before oats and corn advanced. If the war continues, and even the best experts admit it is liable to run for two years more, the prices on feed will probably advance rather than decline. Remember that the total cost of delivery must be figured upon the basis of the cost per ton per mile and in no other way. Next summer the farmer's teams will not be available for contractors in country districts in such numbers as they have been in the past, because the belligerents of Europe are buying both horses and mules in such prodigious quantities that these animals are already becoming exceedingly scarce. It is imperative for those who expect to complete their contracts to consider the tractor proposition, and get busy with it as early as possible.



# WITH YOU and ME

Earl Whitton, of the Whitton-Wheeler Construction Co., Louisville, Ky., is on a trip to Cuba, where he has some interests. He expects to be back in Louisville inside of 30 days.

W. K. Squeir, of the Paragon Plaster Co., Syracuse, N. Y., is spending his vacation at the Panama-Pacific Exposition and other points of interest in the great west.

W. D. Stewart, vice president of the St. Paul Lime & Cement Co., St. Paul, Minn., who passed through Chicago on his way to Washington, D. C., last week, reported that business in the Twin Cities is pretty good.

G. C. Buquo, who organized and until recently conducted the G. C. Buquo Lime Co., at Hot Springs, N. C., is at present in Chicago on personal business. Mr. Buquo states that he likes the "Windy City" and praises its many attractions.

C. L. McFarland, representing the Riverside Portland Cement Co., was largely responsible for the defeat of the bill which would compel cement manufacturers of California to line cement sacks, thereby making them dustproof. The bill failed to pass when voted upon on March 18.

The biggest factor of cement in Canada takes our Philadelphia correspondent to task for intimating that cement from over the border can come into the United States. He remarked "We Canadians are very careful to take care of our own bone right now without starting anything with other bulldogs about their bones."

The Boston office of the Edison Portland Cement Co. will remain closed until May 1. Harry Blanchard, who had the Connecticut territory, has gone with the Coplay Cement Manufacturing Co., selling "Saylor" cement in the same territory. Salesman Preston E. Bradley and Bertram F. Jennings have joined the H. W. Johns-Manville Co., traveling local territory for roofing materials.

M. H. Horn is receiving the congratulations of building material men in Eastern Pennsylvania because of his recent marriage to Miss Florence L. Peck, of Scranton, Pa. Mr. Horn, who was born and raised in the Lehigh district and makes his home at Catasauqua, near Allentown, has been selling "Atlas" Portland cement in the district for the past seven years. Mr. and Mrs. Horn will make their home in Scranton.

E. S. Larned, who represents the Lehigh Portland Cement Co. in the Boston territory and who has just recently returned from a very enjoyable trip to Cuba, delivered a talk on "History of the Manufacture of Portland Cement" at the Kaffee Klatch of the Master Builders' Association of Boston on March 26. The address was full of interest and a large number of the members, as well as their subordinates, were present.

At the time of the recent Cement Show a rumor was circulated to the effect that J. H. Waightman, formerly with the Edison Portland Cement Co., was slated to represent the Giant Portland Cement

Co. in the New York district. A statement to that effect appeared in some of the trade periodicals and upon investigation it has proven to be purely a rumor. Mr. Waightman does not represent the Giant Portland Cement Co.

Lorenzo J. Dauback, recently appointed to the position of assistant general traffic manager of the Lehigh Portland Cement Co., was born in Chicago on Oct. 13, 1886. He entered the service of the Chicago, Milwaukee & St. Paul Railway Co. in September, 1902, as office boy in the general freight department, elevating himself to the position of chief clerk to the general freight agent in April, 1910, which position he held until Dec. 1, 1912, when he accepted the position of assistant traffic manager of the Lehigh Portland Cement Co. In April, 1913,



LORENZO J. DAUBACK.

he was appointed traffic manager with headquarters at Chicago in charge of traffic matters west of Pittsburgh. For the past year he has been handling very successfully the cases which his company has had before the Interstate Commerce Commission, and in recognition of his ability along these lines, he was appointed, on March 1, assistant general traffic manager. His duties will be as assigned pertaining to traffic matters in general, also in connection with cases before the Interstate Commerce Commission and state railway commissions.

Adolph Loeffler, treasurer of the Wisconsin Lime & Cement Co., Chicago, has just returned from a seven weeks' stay in Cuba. Six weeks of the time was spent on the Isle of Pines, where together with Mrs. Loeffler he visited J. Pearce. Mr. Pearce, who was formerly a Chicagoan, is a close friend of Mr. Loeffler. While in the Windy City Mr. Pearce at one time held the office of sheriff. In commenting on the climate of the Isle of Pines Mr. Loeffler says: "It is the best on earth. The weather is 64° in February and March and the water was as warm as 84° in February. For anyone who wants warm weather in winter and an ideal climate in which to raise fruit, I would advise going to the

Isle of Pines. About 90 per cent of the investments on the island represents American capital." The place at which Mr. and Mrs. Loeffler stopped is just 100 miles south of Havana and on the Caribbean sea, in which daily plunges were taken by the visiting couple.

At Chattanooga, Tenn., a permanent organization known as the Chattanooga Builders' Exchange has been formed by about 60 leading contractors, builders, and builders' supply dealers. Plans for this organization have been under way for several months. C. M. Willingham, of the Willingham Lumber Co., was elected president, and Lee K. Wert, of the Lookout Planing Mill, was chosen secretary.

For the purpose of studying a program of work designed to further the interests of building materials in Chicago, the building material sub-division of the Association of Commerce has appointed a committee consisting of W. H. Price, U. S. Gypsum Co.; J. J. Commons, Chicago Portland Cement Co.; N. A. Aimer, Heppes Co.; F. A. Mitchell, Ceresit Waterproofing Co.; and J. P. Beck, Universal Portland Cement Co.

Joseph Barr, of Allentown, Pa., has severed his connections with the Lehigh Portland Cement Co., with which company he had been connected during the past 17 years and of which he had been superintendent of the Eastern mill at Ormrod, West Coplay and Fogelsville. George Moritz, of Fogelsville, will succeed him in the new office. Mr. Barr has not as yet determined what he will do in the future. Benjamin Clauser, of Rising Sun, Pa., for many years with the Lehigh Portland Cement Co., was appointed assistant superintendent of the above mentioned mills under Mr. Moritz.

E. P. Teague, secretary-treasurer of the Union Cement & Lime Co., Louisville, Ky., has been elected to membership in the Louisville Rotary Club, an organization composed of one representative from every line of business. Mr. Teague will represent the lime and cement interests in the club. A. E. Livingston, of the Louisville Builders' Supply Co., formerly was a member of the organization. Mr. Teague has mailed out a personal letter to each of the club members in which he draws attention to the lines he handles and asks to be remembered when any building operations are undertaken.

Roland E. Wilcox, president of the Wilcox Co., building material dealers of Chicago, was taken sick while at the sand and gravel pit of his concern at Janesville, Wis., on March 2. He was rushed to a hospital and operated upon for appendicitis. After three weeks in the institution he returned to his home in Chicago on March 20, fully recovered. He states that since he is back on the job he would rather talk business than appendicitis—it is more pleasant. Mr. Wilcox says that business with his firm is very good and that a new yard is being built in the extreme northwest corner of the city, where coal and building materials will be carried in stock. Sand, gravel and coal hoppers will be erected in the new yard at a cost of \$15,000.

## April First at Pittsburgh Exchange.

The Pittsburgh Builders' Exchange has grown to be one of the most attractive business men's clubs in the country. The membership is composed of all of the contractors who are worth while, regularly doing business in Pittsburgh and the surrounding territory, together with the dealers of building materials and building specialties of every kind and the manufacturers who produce building materials and specialties which have grown to be such an indispensable part of the contractors' supplies. The influence of the exchange of itself has a beneficial effect upon the building trade and with a growing influence.

On April 1, being Thursday, it was the pleasure of the editor of ROCK PRODUCTS AND BUILDING MATERIALS to be invited to attend the weekly luncheon that is held at the Exchange and open to all the members and their friends. This very enjoyable occasion happens weekly, for the contractors and equipment men meet together and enjoy a pleasant hour, developing comradeship and confidence in one another, which adds materially to the value of the capital stock of every business venture.

The luncheon was all that could be expected in the way of good things to eat and was only interrupted by the appearance of a constable who had a warrant from Dauphin county for the arrest of George T. Heppenstall for disorderly behavior in the capital city of Harrisburg the week previous. This threw a damper on the whole occasion because George had been performing some of his accustomed tricks in the earlier part of the luncheon and his popularity with the gang is proverbial. Nevertheless the constable rudely pushed his way in and served the paper on Mr. Heppenstall, who was dumfounded. Inquiring what he could do in such a case he was told that he had to go down to the city hall with a bondsman for \$1,000. There was no trouble about the bondsman and about that time Secretary Tate brought over a check which had April first on it in big letters, and then the constable was invited to have a drink.

The "sell" was just about as complete as could

# The BUILDERS' POET

## Marketing the Mouse Trap.

I  
'Twas Mr. Emerson who said,  
Referring to a quadruped  
(A mouse, in fact, if I am right,  
Inspired his airy, verbal flight)—  
To make a trap to catch the same  
And pass the maker down to fame,  
Required a far, primeval place,  
Away from any human face.

II  
He specified the trap must be  
An honor to the industry,  
And if the maker wrought with care  
The purchasers would seek him there  
And beat it through the tangled wood,  
A howling, yearning multitude,  
All mobilized before his door  
With mouse-trap orders by the score.

III  
It seems to me the time is ripe  
To give that theory a swipe,

It's business sense to make with care  
Or put a plant up anywhere,  
But when it comes to selling stuff  
That policy is pretty rough.  
The customers don't stand in line  
And for your products wait and whine.

IV  
The selling system of the wise  
Is first of all to advertise,  
And tell your customers that you  
Are first of Mr. Dun's Who's Who.  
The making of a thing's a cinch,  
But selling it—ah! there's the pinch;  
And if you want to do it right,  
Repeat your story day and night.

L'envoi  
I hope I've said at least enough  
To can that foolish mouse-trap stuff,  
And you can take my word for it,  
You've got to advertise or quit.  
—Frank Adams Mitchell.

be imagined, but the incident brought up the fact that the legislative committee, consisting of R. K. Cochrane, George T. Heppenstall, and J. W. Smyth, had spent the previous week in Harrisburg, working with the legislature on the improvement of the lien law, and all three had come back to Pittsburgh with a new suit of clothes, being a

whole week before Easter, which is not according to the rule. There are serious suggestions, however, that it was in line with their expense account, which hasn't been turned in yet to the finance committee and will not be presented until John A. Stross is unwell or not present for some other reason.

Secretary Tate made an elaborate announcement of a prize fight that was to be pulled off in the next room. It was the only plan that he could devise to break up the luncheon, because everybody there was so well satisfied that they were liable to spend the afternoon in the dining room unless they could be persuaded to leave by some such attraction.

The prize fight was another April fool hook that worked just as good as the first, which shows it isn't hard to put things over, even on such a bunch as the builders' exchange members in Pittsburgh.

The Exchange has commodious quarters in the Fulton building, where desk room is supplied to members at a very nominal charge with telephone service, brass division railings and everything modern and necessary for economical office purposes.

The officers and directors of the Pittsburgh Builders' Exchange are to be congratulated upon having one of the most practical working organizations in the country.

## CLEAN UP AND PAINT UP.

For the past three years active cleanup and paint up campaigns have been conducted with wonderful success in all parts of the country. Preparations are now being made for a campaign during the first week of May which will help to rid the various cities of refuse and vermin and so clean up and paint up everything in sight that cities may be better able to cope with the many questions confronting them during the coming spring and summer season.

There are at least 3,000 towns and cities in the United States which have profited by this movement in previous years and which will adopt some method of cleaning up their respective localities this year.

The week of May 2 has been set aside as "clean up and paint up" week in Chicago.

## A Poor Weapon





# The RETAILER

## Material Men and Contractors Favored.

In a ruling given State Controller John S. Chambers, concerning claims filed with him against money owed by the state of California to Robert Trost & Co., of San Francisco, Attorney General Webb has rendered a decision distinctly welcome to contractors and material men throughout the state.

The decision holds that the claims of contractors and supply firms, filed with the controller in accordance with the lien law, take precedence over a judgment previously given in favor of a creditor of the firm, not interested in the particular contract in question.

The Trost company has the contract for erecting a state building in Los Angeles, under the state department of engineering. According to the Sacramento Bee the company has become financially embarrassed, and State Controller Chambers has had notices served on him from sub-contractors and supply houses, demanding the retention by the controller of such money as is due Trost from the state. A creditor, whose claim dates to an earlier contract held by the company, has a judgment for the collection of a large sum.

Attorney General Webb holds that, as the money in the state treasury owed, or to be owed, to Robert Trost & Co. was appropriated by the state for the purpose of constructing this particular building, it is not subject to liens of any sort based on claims other than those that grow out of this contract.

Money now held by the state but owed to Trost & Co. must be applied to the satisfaction of the demands of the sub-contractors and material men who have filed their claims, and as there is not a sufficient amount to pay all these claims, the claimants must participate pro rata in the distribution of the money.

## New Incorporations and Ventures

Morrison, Merrill & Co., building material dealers, of Salt Lake, Utah, are increasing the capital stock of their company to \$500,000.

The Panama Lumber Co., which has just been formed at Visalia, Cal., will carry lines of cement, roofing and other building materials as well as lumber.

Martin & Hodgkin, of Winchester, Ky., who were formerly in the automobile business, have opened a new office at the Hamilton Stock Yards, where they will handle coal and building supplies. A large stock will be carried.

Fennerly Shoemaker and Frank Stith, of Fairmount, Ky., have formed a partnership and will handle all kinds of building supplies, including lumber. A large building and lumber shed has been erected in which supplies will be carried.

Notice has been given that the Fairlamb Coal Co., Philadelphia, Pa., has made application for an amendment of their charter, the character and object of which charter is to enable the company to deal in coal, coke, wood, lime, cement, sand, stone, gravel, plaster, lumber, and other building materials.

Amended articles of incorporation have been filed by the Summers-Johnson Lumber Co., of Buechel, Ky., changing the name of the concern to the Johnson Lumber & Supply Co., and increasing its capital

stock from \$10,000 to \$25,000. The increase is to be common stock divided into 150 shares of the par value of \$100. The corporation is authorized to incur an indebtedness not to exceed its capital. The concern handles a line of builders' supplies, including cement, lime, sand, wall plaster and lumber. The officers are: F. L. Johnson, president; J. E. Johnson, secretary; F. W. Curry, vice president, and J. H. Alderson, treasurer.

M. H. B. Roofing Tile Co. has been incorporated in Detroit; authorized capital, \$2,000.

## Parkersburg Retailers.

The city of Parkersburg, Pa., where the recent convention of the West Virginia Lumber and Builders Supply Dealers' Association was held, has its building material requirements supplied by three builders' supply houses and three lumber concerns. The city which boasts of a population of 25,000, is located in the central part of the state, although it is on the Ohio river and directly across from the state of Ohio. The peculiar shape of the state and its railway connections make it the center, however. The city is a progressive town and, with the exception of South Parkersburg, is devoted almost entirely to residences. One commendable feature of the Parkersburg population is that a great percentage of the laboring class own their own homes. The building materials firms and the managers are as follows:

Parkersburg Builders' Material Co.; W. H. Evans, manager.

Citizens' Concrete Co.; O. S. Bailey, manager.

G. W. Niswander & Co.; hardware and builders' supplies.

Citizens' Lumber Co.; G. L. Dudley, general manager.

East End Lumber Co.; J. J. Shore, general manager.

Parkersburg Mill Co.; E. L. Davidson, secretary-treasurer and general manager; J. Timms Dowd, sales manager. This company manufactures, wholesales and retails. Taking the log from the West Virginia woods, they turn out the completed product in the Parkersburg mill. It is said that they manufacture everything possible to be made out of wood.

## WILL HAVE NEW DISPLAY.

Bonner & Marshal, brick dealers, who have been located on the twelfth floor of the Chamber of Commerce building, Chicago, for a number of years, are now transferring their headquarters to rooms 901-902 of that building. These two rooms are located in a corner of the building where the light is excellent and where brick can be shown to advantage. In this new headquarters an entire new display room will be erected. Unlike their present exhibit panels, the brick can be constructed without the wooden partitions and will be separated by brick piers of neutral colors. The height of the panels will be greater than heretofore and the brick in the various panels will be encased in angle iron so that it can be removed at any time with little effort and a new one installed in its place. Charles Bonner, president of the firm, states that he believes customers will find them in the new headquarters by April 25 and that by May first they will be in tip-top shape.

## Advertisements of an Educational Nature.

Since the important statement of ex-President E. K. Cormack at the recent National Builders' Supply Association convention to the effect that the retailers of builders' supplies should make of their force a sales organization and not a warehouse or teaming establishment the Bostwick Steel Lath Co., of Niles, Ohio, have been endeavoring through a series of sales pointers incorporated in their advertisements to educate retailers and their salesmen to the possibilities of making sales of specialties while occupied with customers in discussing the staple commodities usually sold to prospective builders, contractors and architects.

In a series of advertisements now being run in ROCK PRODUCTS AND BUILDING MATERIALS this company is endeavoring to drive home to the sales force of building material dealers reasons for selling their "Bostwick Truss-Loop" metal lath and at the same time are endeavoring to convey to the subconscious mind of the salesmen possibilities of increasing sales of specialties while pushing the staple commodities entering into the erection of buildings.

In discussing the reasons for adopting this particular campaign of education President Hurlburt, of the Bostwick company, says: "The idea was suggested by the advice given by Mr. Cormack when he emphasized the state 'make yours a selling organization and not a warehouse or teaming establishment.' If each of the various retailers present succeeded in getting the full meaning of that statement I feel that each and every one of them should be satisfied that the convention has given him value received for the money and time spent in attending the meeting at Chicago. That statement was responsible for the present advertising campaign of our company, because since entering the field we have worked persistently with the object in view of increasing sales of specialties on the part of the builders' supply dealers. We feel that the possibilities of greatly increasing the profits of retail concerns are unlimited, but before this can be accomplished it is necessary to educate dealers and their salesmen on the merits and usage of such specialties.

"Our salesmen are instructed to take advantage of every opportunity to educate retailers on the possibilities of metal lath. Since adopting this policy we have added materially to the list of retailers now selling 'Bostwick' lath and we feel that there is mutual benefit as a result of such co-operation with the dealer on the part of our company."

The Phillip Carey Co., of Cincinnati, O., manufacturers of roofings and asbestos materials, has appointed the Fischer Lime & Cement Co., of Memphis, Tenn., its southwestern distributors and selling agents. The deal was closed by W. W. Fischer, president of the company. Heretofore the Carey company has maintained a separate warehouse and selling organization in Memphis under the management of R. F. Carpenter. In the new deal Mr. Carpenter will take charge of the special department.

New England building and engineering contracts from January 1 to April 1 totaled \$30,810,000, which is more than \$1,000,000 below 1913.



# Booster Meeting of New York Supply Dealers

The third annual convention of the New York State Builders' Supply Association was held in Utica on March 24 and 25, with headquarters at the Utica hotel. It was a boosters' meeting from start to finish, for the dealers came to the convention with their minds made up to work out the details of their organization upon a better basis than has ever yet been known in association history. The representatives of the manufacturing interests who supply the dealers of New York state were present for the purpose of co-operating with the organization movement and so expressed themselves on every occasion. It was a harmonious meeting and had the result of electing George D. Elwell, of Albany, secretary and manager of the association, with backing sufficient to secure his services for the major part of his time to work for the state association. He will establish a permanent office in Albany to conduct the work of the association. This has the hearty support of the dealers, as well as the coöperation of the manufacturers of material. Thus the work of the organization will not be allowed to lag between the annual meetings, but the active practical work of the association will be conducted in a business-like way to secure practical results for the men who have cast their lot on the side of organized coöperation.

The recognition of the importance of the dealer in builders' supplies could not be more forcefully put than they were in the impromptu addresses made by G. S. Brown, president of the Alpha Portland Cement Co., and B. L. Swett, Eastern sales manager of the Lehigh Portland Cement Co. Both of these gentlemen stated that fully 90 per cent of all the cement successfully marketed passes through the hands of the legitimate dealer, and they unreservedly took the stand of cordial coöperation with every intelligent effort to make the service of the manufacturer, and the dealer alike, more efficient, and hence more profitable.

In the Italian room immediately adjoining the ballroom of the hotel in which the meetings were held there was an impromptu exhibit feature which did great credit to a dozen or more concerns who displayed their wares through obliging representatives, who showed the goods, passed out printed matter and incidentally were not averse to taking an order or making a date for a future call, which is the initiatory to expansion of business.

The meeting was well attended, many of the delegates arriving the day before the convention began in order to form a part of the unofficial reception committee. Cordiality and confidence in the prosperity of the coming season pervaded the whole meeting and good fellowship, which is a part of the impulse of coöperation, was planted in the hearts and minds of all who participated in this very pleasant occasion.

Secretary Baldwin arrived with a big bundle of badges and the registration began. Frank H. Holland, Eastern representative of Best Bros.' Keene cement, and J. A. French, of Samuel H. French & Co., of Philadelphia, went to the job as clerks of the registration. They dispatched the work so efficiently that this, which is usually a tedious feature of a convention, became a very pleasant number. The badge consisted of the seal of the association in a bronze pendant with a broad white ribbon from a label plate with a safety-pin to secure it to the delegate's coat. Mr. Holland wrote the names in black for the dealers and Mr. French wrote the names in red for the manufacturers' representatives, so that the badge of every delegate, not only gave his name but, by the color, gave him a classification.

The board of directors and the executive committee held their preliminary meeting in the ball-

room during the morning of March 24 and officially wound up the business of the current year.

## Open Meeting Wednesday.

Promptly at two o'clock Chairman George D. Elwell called the meeting to order with the ballroom well filled with delegates. With a few congratulatory remarks about the good attendance, the chairman introduced W. W. Orr, of the National Association of Credit Men, as the substitute of J. H. Tregoe of that organization to speak upon the subject of "Credit and Its Relation to Our Present Commerce." Mr. Orr gave a general outline of modern credit systems and described the



B. J. MITCHELL.

value of Federal reserve banks in the matter of preventing panics by the rediscounting of high-grade commercial paper.

J. G. Duffy, commissioner of transportation for the Utica Chamber of Commerce, was the next speaker and had for his subject, "Is Your Transportation Right?" This is a subject of the utmost importance to every dealer in builders' supplies, for the reason that retailers move the heaviest tonnage of the lowest price commodities known to the commercial world, and freight charges constitute an important factor in the estimation of every specification. After taking up shipping as a general proposition, Mr. Duffy outlined the technical necessities in a satisfactory transportation service. He asked how many men present had read all of the fine print on the back of the standard bill of lading. Not a single hand went up. Yet the speaker explained that every word and every phrase contained in that closely printed matter is a part of the contract between the consignor and consignee. The bill of lading is a recognized contract, but the average shipper signs the document without appreciating what is on the other side of it.

He took up the matter of claims and dwelt upon the chances that the shipper has of realizing full valuation in cases where he has been careless with regard to the provisions of the original bill of lading.

Mr. Duffy called attention to the most troublesome feature in the transportation business, namely, the lack of proper description, according to the verbiage of the tariffs applying, that are written into the bills of lading. Where descriptions are in

line with the wording of tariffs there is seldom any difficulty in securing the right rate quotation, while an insufficient or irregular description by its very nature misleads the rating clerk so that he is forced to translate the inefficient description into terms of his tariff catalogues. Excess charges and the collection of overcharges from the common carriers was explained from the standpoint of an experienced railroad man. The speaker has had years of experience in these matters and invited the members to submit their transportation queries. This invitation was accepted by a large number of interested traffic men present, who found a chance to get first-hand the best kind of advice from an expert who is familiar with all of the laws and rules of the Interstate Commerce Commission, as well as the various states and railroads bearing upon the methods and usages of modern traffic and rating matters.

On motion a vote of thanks was tendered to Mr. Orr and Mr. Duffy for their valuable and instructive addresses.

The chairman called upon G. S. Brown, president of the Alpha Portland Cement Co., to address the meeting. Mr. Brown, in his own impressive and cordial way, said that he was disposed, and he felt that he could speak for all of the manufacturers in the same way, to endorse and assist the progressive coöperation of the dealers in builders' supplies as the best means for improving the conditions of doing business. Since more than 90 per cent of staple building materials are necessarily handled by local dealers, it is clearly to the interest of all sane manufacturers to assist in making them a prosperous class of business men, for the manufacturer and the dealer are parts one of the other in the service of supplying the needs of the public with indispensable materials that they are ready to buy. Prosperous dealers beget prosperous manufacturers. In closing, Mr. Brown pledged the cordial coöperation of his own concern and bespoke the same for practically all others.

The chairman then called on Bert L. Swett, Eastern sales manager of the Lehigh Portland Cement Co., who said that he heartily endorsed all that Mr. Brown had said on the subject of coöperation with the dealers, for such has been the well-known policy of his company for years; but he called attention to the fact that all such efforts were open to dangerous competition by reason of the desk and letter head wholesaler of building materials, who makes a practice of selling in carload lots only on very small margin because he has no overhead to carry nor investment in warehouses or otherwise. He also mentioned the evil competition of the small contractor who has enough money to put in a little surplus supply beyond his own needs which he keeps for sale and whose business is primarily conducted for the purpose of buying his own contractual requirements as a dealer. Mr. Swett congratulated the New York association upon the earnest and progressive expressions that have been so noticeable during this meeting. Both of these gentlemen were heartily applauded. The chairman announced a recess for dinner and requested all to be present at the smoker which began at 8:15 p. m.

## The Smoker and Entertainment.

The smoker was a high-class, go-as-you-please, free-and-easy social evening. Walter A. Fuchs and F. M. Traynor of the Lehigh staff, got busy with the moving picture man and an hour or more of first-class movies were successfully shown. "A Concrete Romance," consisting of several reels, told a very pretty love story in which the uses of King Concrete centered around the eternal human sentiment. It was all complete from the doting father to the sweet little lady who found her way to the

young lover's arms over concrete sidewalks, into a concrete farm house, surrounded by concrete barns, silos, feeding floors, watering troughs, fence posts and every conceivable equipment of eternal concrete which serve to crystallize the lesson of modern permanent construction in a palatable form. This set of reels was loaned with the compliments of the Association of American Portland Cement Manufacturers.

A number of comedy reels were added and a splendid quartet rendered a number of delightful selections. The entire audience joined in singing "It's a Long Way to Tipperary" no less than a dozen times. Being provoked to it, George Elwell sang a solo, and we hear that since adjournment the leading churches of Albany are contesting for his engagement to sing in the choir. As soon as he advises us, we will let you know which church he selects.

Miss Alice Clark was the only lady present, and she sang some beautiful songs in her strong contralto voice and led "Tipperary" as many times as the boys wanted to sing it.

Col. Davies enjoyed the singing very much and never failed to come in on the chorus.

F. W. Douglas made some distance with his deep bass and, in fact, there were so many songsters developed that we lost the list, but the smoker was a jolly good one and lasted until 11 o'clock, then the whole party adjourned to the buffet downstairs, where there was impromptu entertainment along with Welsh rarebit, and caviar sandwiches, and the appurtenances thereto, until the men who operate the hotel declared it was a shame to ring the bell for bedtime on such a crowd, for he wished they would spend the summer in Utica.

#### Thursday Morning's Session.

Almuth C. Van Diver, of the law firm of O'Gorman, Battle & Van Diver, of Wall street, New York, gave a complete and very clear review of the powers and procedure of the new Federal trade commission and the objects, purposes and results of the much discussed Clayton act. About the opening of his talk he distributed a tabulated diagram prepared by Nathan B. Williams, of Washington, to illustrate all of the relations of the various powers of the trade commission in its practical connection with the commerce and traffic of the country.

The speaker was so familiar with the complex subject that he was able to begin right in the middle and carry any question that came from the house to its conclusion under the procedures of the trade commission or take it back to its source or sources by the steps that have been established by congress for simplifying and benefiting business. One point emphasizes the fact that nothing in the act alters, modifies, repeals or prevents enforcement of anti-trust acts. The speaker insisted that the policy of the government is directed and intended to conserve and build up legitimate business in every possible way with the recognition of the indispensable provisions for reasonable returns in profit for investment enterprise and service. The emphasis was always on the value of service rendered, and it is pretty fair to conclude that the dealer in builders' supplies is entitled first to consider the value of the services rendered to the public in the prompt and efficient delivery of materials and charge for it accordingly.

The discussion of this address, together with the all-important lien law, occupied the entire morning session, and a motion was passed to draw up a communication to the assembly at Albany proposing an amendment to the mechanic's lien law, abolishing the preference secured by prior lien filing. The petition was signed by every dealer present and will certainly be endorsed by every man in the building material business in the state.

#### The Business Meeting for Dealers Only.

President Elwell called the meeting for dealers only to order and Secretary Baldwin read the minutes of the last meeting, which were adopted.

Treasurer Hamilton made his report of collections and disbursements, with the vouchers attached. A vote of appreciation was extended for the excellent badges which had been provided for the occasion and a vote of thanks was given the Utica dealers for the entertainment they had arranged, which had assisted so much in the cordiality of the convention. Mr. Hamilton suggested that the main business meeting at all future conventions be held early on the program for the reason that there was a tendency of the delegates to pull out for home before the main thing for which they attend conventions could be taken up.

The chairman said that he thought this was a good suggestion and felt that the makers of future programs would be glad to act upon the suggestion.

#### Summer Meeting at Ontario Beach.

Mr. Hamilton moved that a summer meeting of the association, having an outing feature, be held at Ontario beach. This was seconded by Mr. Drake and carried. The matter was referred to the executive committee to work out the details of



GEORGE D. ELWELL.

making an announcement for the summer meeting.

The secretary read a communication from C. M. Kelly, president of the New England association, in which he spoke enthusiastically of the work of the New England association and exhorted the brethren in New York to boost the good cause of coöperation and good fellowship and the distinct recognition of one another in the trade as the best means for promoting greater confidence in the supply business.

John E. Maher moved a vote of thanks to the American Association of Portland Cement Manufacturers for the use of the film that had been so much enjoyed at the entertainment.

The chairman spoke appreciatingly of the support of the manufacturers of building materials and emphasized the fact that all of the dealers would keep good faith with one another in the coöperative movement to make it effective and valuable. Messrs. Farrel and Osborne spoke to the same point effectively.

Mr. Maher explained that the association could be built up so as to embrace practically every acceptable and legitimate dealer in the state of New York by going after the membership in a business-like way and conducting the affairs of the association upon a business basis. He stated that the matter had been discussed at the executive meeting of the board and that George D. Elwell had been prevailed upon to accept the position of general manager and secretary if \$4,000 could be raised for the purpose of defraying the expenses connected with the carrying out of such

program. It developed that Len Hughes had been circulating a subscription paper and he later reported that the necessary sum had practically been subscribed.

Mr. Hamilton moved that the executive committee be empowered and instructed to create the office of general manager of the New York State Builders' Supply Association and to have the power to carry the same into immediate effect. This was carried by unanimous vote.

#### Bag Redemption Question Discussed.

Secretary Baldwin said that in the invitation that he had sent out to this meeting he had promised to show the dealers a way to make their expenses and a profit besides out of the meeting itself. He said that in this paragraph of the letter of invitation he referred to the statewide adoption of redeeming empty bags at seven and one-half cents instead of at 10 cents a piece, which prevents the bag account from steadily showing an offset to the legitimate profit of the dealers, and frequently prevents him from making any profit where cement is sold at the presumed five-cent margin.

The cost of handling and shipping empty bags really amounts to one cent or a cent and a quarter, where there are no rejected bags, but with the average rejection the cost runs up to nearly two cents per bag, so that the adoption throughout the state of seven and one-half cents per bag for redemption will save the dealers from what has been in the past a certain loss. Mr. Baldwin stated that he had put the measure into effect at Utica without the slightest trouble and in his opinion the dealers of every city and town of New York should accomplish the same result by merely doing it. He said that there was no objection to the contractors returning the bags direct to the factory if they desired to do so to get the 10-cent return, but that the contractors would soon find that it was costing them two cents or two and a half cents to handle and ship the bags so that the reasonableness of the charge would be demonstrated.

#### B. J. Mitchell Elected President.

The report of the nominating committee was called for by the chairman and the following list of candidates were unanimously elected:

President, B. J. Mitchell, Niagara Falls.  
Treasurer, C. A. Baldwin, Ithaca.  
Vice-president, M. T. Bannigan, Utica.  
Vice-president, Henry Shafer, Buffalo.  
Vice-president, J. W. Ballard, Binghamton.  
Vice-president, W. P. Boright, Chatham.  
Directors: S. B. Van Dervoort, Jamestown; F. P. Farrell, Oswego; H. C. Whitmore, Lockport; F. W. Ives, North Tonawanda.

Since adjournment the board, following the resolution passed in the dealers' meeting, have elected George D. Elwell secretary and general manager, with headquarters at Albany.

#### The Attendance.

George D. Elwell, Newton Brick & Supply Co., Albany.  
James H. Hamilton, Whitmore, Rauber & Vicenius, Rochester.  
James P. Drake, Elmira Builders' Supply Co., Elmira.  
C. A. Baldwin, Driscoll Bros. & Co., Ithaca.  
George H. Hagadorn, Albany Builders' Supply Co., Albany.  
E. W. Ladd, Albany Builders' Supply Co., Albany.  
C. B. Sheridan, H. A. Dwight, Albany.  
N. T. Oliver, Rochester.  
H. A. Fiske, Elmira.  
M. T. Bannigan, McQuaid & Bannigan, Utica.  
H. C. Whitmore, C. B. Whitmore Co., Lockport.  
J. L. Hughes, American Hard Wall Plaster Co., Utica.  
John Davies, Empire Wall Plaster Co., Utica.  
F. W. Ives, Ives Ice & Coal Co., North Tonawanda.  
M. P. Boright, J. W. Boright Lumber Co., Chatham.  
A. L. Hensgin, American Hard Wall Plaster Co., Utica.  
James Hillick, Ithaca.  
John G. Ferres, John G. Ferres Hardware Co., Johnstown.  
Fred T. Salisbury, D. J. Salisbury Estate, Syracuse.  
Charles A. Simon, Schenectady Wall Plaster Co., Schenectady.  
C. H. Stegmeier, Tonawanda.  
R. D. Salisbury, D. J. Salisbury Estate, Syracuse.  
Emil Hansen, Paragon Plaster Co., Syracuse.  
Frank P. Farrell, J. B. Farrell & Co., Oswego.  
S. M. Hamilton, Buffalo Builders' Supply Co., Inc., Buffalo.  
F. F. Dutton, Empire Wall Plaster Co., Utica.



Edward C. Shaffer, The Kellam & Schaffer Co., Schenectady.  
 Thomas Proctor Eldred, The American Hard Wall Plaster Co., Utica.  
 G. W. Agan, Gerwig & Agan, Herkimer.  
 F. E. Nugent, McQuade & Bannigan, Utica.  
 Charles Pack, George W. Pack & Son, Syracuse.  
 Guy C. Nellis, George W. Pack & Son, Syracuse.  
 Roscoe C. Briggs, Briggs Lumber Co., Oneonta.  
 J. E. Maher, New York State Sewer Pipe Co., Rochester.  
 S. B. Van Dervoort, Van Dervoort Supply Co., Jamestown.  
 John G. McCarthy, McCarthy Bros., Auburn.  
 C. L. Hayes, Buffalo Builders' Supply Co., Buffalo.  
 E. W. Dickie, Clyde.  
 H. L. Crain, Mt. Upton.  
 William P. Newell, Little Falls.  
 R. C. Webster, H. A. Dwight, Albany.  
 S. H. Skinner, Sherman.  
 H. B. Long, Peoples Coal Co., Williamsville.  
 Henry Schaefer, Jr., Globe Plaster Co., Buffalo.  
 Alfred L. Lyth, A. Lyth & Sons Co., Buffalo.  
 Henry L. Deming, Newton Brick & Supply Co., Albany.  
 J. W. Ballard, J. W. Ballard Co., Binghamton.  
 W. F. O'Connor, Syracuse Wall Plaster Co., Syracuse.  
 J. C. Johnson, Syracuse Wall Plaster Co., Syracuse.  
 H. G. Carpenter, Robinson & Carpenter, Ithaca.  
 William Schneible, Kelly & Schneible, Rome.  
 George W. Lane, Rome.  
 Martin Hermann, Callicoon.  
 Milo Smith, Troy.  
 H. C. Pendof, Rome.  
 Frank M. Boggs, The Paragon Plaster Co., Syracuse.  
 C. E. Otley, The Marcy Brick Co., Watertown.  
 J. H. Ross, Buffalo.  
 Frank P. McCarthy, Syracuse.  
 Willard H. Tappan, Baldwinsville.  
 Valley Mills Co., Little Falls.  
 F. K. Irvine, Rock Products and Building Materials, Chicago, Ill.

#### Manufacturers.

R. G. Bear, U. S. Gypsum Co., Chicago, Ill.  
 F. W. Douglas, Glens Falls Portland Cement Co., Albany, N. Y.  
 C. A. Kimball, Atlas Portland Cement Co., New York City.  
 J. G. Duffy, Utica Chamber of Commerce, Utica, N. Y.  
 G. A. Rodenbuck, Clinton Metallic Paint Co., Clinton, N. Y.  
 W. W. Aube, Akron Gypsum Products Co., Buffalo, N. Y.  
 A. H. Gallagher, The National Retarder Co., Chicago, Ill.  
 T. W. Curtis, Empire Gypsum Co., Rochester, N. Y.  
 Joseph C. Seguline, J. B. King & Co., New York City.  
 Robert Love, Thomas Millen Co., Jamesville, N. Y.  
 J. H. Borkey, Elk Fire Brick Co., St. Marys, Pa.  
 Allen Blake, Atlas Portland Cement Co., New York City.  
 R. C. Williams, Thomas Millen Co., Jamesville, N. Y.  
 W. M. Floring, Knickerbocker Portland Cement Co., New York City.  
 M. B'elow, Palmer Lime & Cement Co., New York City.  
 L. F. Jackson, Northwestern Expanded Metal Co., Chicago, Ill.  
 H. E. Bushnell, Concrete Steel Co., Syracuse, N. Y.  
 A. P. Lockwood, Kelley Island Lime & Transport Co., Cleveland, Ohio.  
 A. J. Earl, Kelley Island Lime & Transport Co., Cleveland, Ohio.  
 J. D. Ramsay, Elk Fire Brick Co., St. Marys, Pa.  
 August A. Wolf, Empire Gypsum Co., Rochester, N. Y.  
 J. F. Twamley, Copley Cement Manufacturing Co., New York, N. Y.  
 Roy Thompson, American Sheet Metal Lath Co., Brooklyn, N. Y.  
 William G. Zipp, Copley Cement Manufacturing Co., Rochester, N. Y.  
 W. S. Sheldon, Thomasville Stone & Lime Co., New York City.  
 Fred C. Ludlow, Alpha Portland Cement Co., Buffalo, N. Y.  
 G. W. Thompson, Trussed Concrete Steel Co., Youngstown, Ohio.  
 W. J. Bennett, Syracuse, N. Y.  
 C. W. Giles, Alpha Portland Cement Co., Syracuse, N. Y.  
 W. W. Orr, National Association of Credit Men, New York City.  
 J. Burgess MacNeal, James B. MacNeal & Co., Baltimore, Md.  
 R. B. Holcomb, U. S. Gypsum Co., Rochester, N. Y.  
 S. S. Jenkins, Sampson Plaster Board Co., Buffalo, N. Y.  
 R. J. Kyle, Cayuga Cement Co., Ithaca, N. Y.  
 N. A. Kelly, Universal Portland Cement Co., Pittsburgh, Pa.  
 E. B. Stanley, Clinton, N. Y.  
 F. H. Holland, The Best Bros. Keene's Cement Co., New York City.  
 J. H. French, Samuel H. French & Co., Philadelphia, Pa.  
 P. B. Edridge, Jas. B. MacNeal & Co., Baltimore, Md.  
 I. A. Thomas, The Sykes Metal Lath & Roofing Co., Warren, Ohio.  
 E. B. Lawson, The Sykes Metal Lath & Roofing Co., Warren, Ohio.  
 H. L. Purdy, Hayes Run Fire Brick Co., Orviston, Pa.  
 William M. Boykin, Fuller Bros. & Co., New York City.  
 W. J. Parrot, Jr., Fiberlic Co., Camden, N. J.  
 B. L. Swett, Lehigh Portland Cement Co., Allentown, Pa.  
 A. S. Tiedeman, Corrugated Bar Co., Buffalo, N. Y.  
 H. H. Frey, General Fireproofing Co., Youngstown, Ohio.  
 A. T. Reynolds, Knickerbocker Portland Cement Co., New York, N. Y.  
 J. A. Feeks, Lehigh Portland Cement Co., Allentown, Pa.  
 L. G. Powell, The Bostwick Steel Lath Co., Niles, Ohio.  
 William Wallace, American Sewer Pipe Co., Akron, Ohio.  
 Tom Wright, Trus-Con Laboratories, Detroit, Mich.  
 Herbert Grey, Lehigh Portland Cement Co., Allentown, Pa.

S. G. Taylor, Lehigh Portland Cement Co., Allentown, Pa.  
 W. A. Fuchs, Lehigh Portland Cement Co., Allentown, Pa.  
 F. M. Traynor, Lehigh Portland Cement Co., Allentown, Pa.  
 W. A. Hoffman, H. M. Reynolds Asphalt Shingle Co., Grand Rapids, Mich.  
 R. L. Cope, Allentown Portland Cement Co., Allentown, Pa.  
 M. McMullen, Allentown Portland Cement Co., Allentown, Pa.  
 Wm. Hutton, Jr., Troy Fireproofing Co., Troy, N. Y.  
 William Urschel, Woodville Lime & Cement Co., Toledo, Ohio.  
 David R. Locke, U. S. Gypsum Co., New York City.  
 J. B. VanDever, Nazareth Portland Cement Co., New York City.  
 S. F. Bartlett, U. S. Gypsum Co., New York City.  
 R. Steele, U. S. Gypsum Co., New York City.  
 M. A. Reeb, Buffalo, N. Y.  
 C. F. Towne, Niagara Gypsum Co., Buffalo, N. Y.  
 N. F. Dorchester, Akron Gypsum Products Corp., Buffalo, N. Y.  
 R. S. Whitman, Niagara Gypsum Co., Buffalo, N. Y.  
 H. F. Wright, Atlas Portland Cement Co., New York City.  
 H. J. Lougee, J. B. King & Co., New York City.  
 E. O. Payne, Vulcanite Portland Cement Co., New York City.  
 William L. Cahalan, United States Column Co., Cambridge, Mass.  
 Alex. Scott, Empire Gypsum Co., Albany, N. Y.  
 C. C. Gamwell, Pittsfield, Mass.  
 W. G. Thompson, Atlas Portland Cement Co., New York City.  
 E. P. Hannum, Atlas Portland Cement Co., New York City.  
 W. S. Edgar, Atlas Portland Cement Co., New York City.  
 O. G. Johnson, Lawrence Portland Cement Co., Philadelphia, Pa.  
 Thomas M. Dyer, Alpha Portland Cement Co., Buffalo, N. Y.  
 E. B. Entwistle, Entwistle & Co., Inc., New York City.  
 G. S. Brown, Alpha Portland Cement Co., Easton, Pa.  
 W. H. Wiltse, Millen Portland Cement Co., Syracuse, N. Y.  
 C. L. Bovee, Iroquois Manufacturing Co., Cleveland, Ohio.  
 A. V. A. Felton, New England Lime Co., Danbury, Conn.  
 T. L. Waldie, Palmer Lime & Cement Co., New York, N. Y.  
 C. M. Diffenderfer, Empire Gypsum Co., Rochester, N. Y.  
 William K. Robb, William G. Hartranft Cement Co., Philadelphia, Pa.  
 E. G. Belden, Dutchess County Lime Co., Dover Plains, N. Y.  
 D. R. McAllister, Syracuse, N. Y.  
 Robert Burns, Knickerbocker Portland Cement Co., Syracuse, N. Y.  
 C. S. Nellis, Millen Cement Co., Jamesville, N. Y.  
 J. C. Nellis, George W. Pack & Son, Syracuse, N. Y.

#### THE EXHIBIT FEATURE.

The Italian room immediately adjoining the ballroom of the hotel in which the meetings of the convention were held was used primarily for the reception and registration of the delegates, but the enterprising manufacturer in many lines of specialties seized the opportunity to secure convenient tables for display purposes and for the distribution of advertising literature.

The Lehigh Portland Cement Co. had a big table which was artistically draped with Lehigh burgees and covered with typical page-sized advertisements of the co-operative plan of advertising cement from the dealers' standpoint. That is to say, advertising directed to creating business for the dealers in every locality.

There was also folders and booklets giving concrete details and the accomplished F. M. Traynor, with Walter Fuchs, nonpareil advertising manager, "spread the salve" in the most approved twentieth century style. They were assisted by J. A. Feeks, Herbert Gray and S. G. Taylor, while Bert Swett presided over the whole outfit.

Frank H. Holland had a stack of booklets telling all about Best Bros.' Keenes Cement in two shades of blue, which made the national colors when Frank's red hair is taken into consideration, and everybody knew about the influence of the Eastern sales office of this concern in New York as a part of the popularity of Frank's personality.

Now the ancient and honorable Copley Cement Mfg. Co. was represented by the old war horse, J. F. Twamley and big Willie Zipp. They had a table piled up with little cement match-boxes made of Saylor's Portland cement with the invitation "Take one." Some of the fellows insisted that they were toothpick holders and others thought they were intended to keep a cigar from rolling all over a man's desk, but whatever it was intended for the whole supply disappeared, and

Willie Zipp declared he would go and get another supply. Even this proved to be insufficient to meet the demand. Mr. Twamley said, "It is just like moving cement. We will sell them or give them away, just as the customers desire."

The Hays Run Fire Brick Co., of Orviston, Pa., was represented by H. L. Purdy, who presented every delegate with an annual pass on the Mountain View Railroad, so that there would be no difficulty in visiting the works where fire-brick are made. He had a number of samples of fine refractory brick in evidence, and invited the dealers to ask him questions, because he said there was no mystery whatever about furnishing firebrick to meet the needs of any possible specification.

The Truss Con Laboratories had quite an elaborate display of samples of their specialties, such as floor hardeners and surfacing materials for concrete construction, together with an extensive line of steel goods which have become part of the line of the well equipped supply house. Tom Wright was on hand representing this concern, explaining all of the mysteries that have been worked out in the great laboratories at Detroit, and giving everybody a full supply of literature.

The Fiberlic Co., of Camden, N. J., are introducing a new fibre board which is a peach. The board is made of the fiber from licorice root and is tough and hard, but the surface is the main point. It is made to have the grain of mahogany oak, maple and other fancy woods which finish into perfect representations of those high grade materials by a system of staining and varnishing that is a part of this new building specialty. William J. Parrot, Jr., the vice-president and general manager of the company, was on hand with William M. Boykin, the general sales manager of Fuller Bros. & Co., New York, who conduct the sales campaign. These gentlemen obligingly exhibited and explained their new specialty, and before long all the delegates were chewing licorice root, just like we did when we were boys, and it tasted just the same.

The metal lath representatives were out in full force. They have been making wonderful progress in standardizing their very excellent and popular material for carrying all kinds of surfaces for exterior and interior. In fact the wonderful growth in popularity of the stucco exterior developing the modern way of securing beautiful surfaces is due to the metal lath interests—their progress and their enterprise.

The Sykes Metal Lath and Roofing Co., of Warren, Ohio, was represented by I. A. Thomas and E. B. Lawson. Mr. Thomas, Jr., was the youngest metal lath enthusiast on the job and gave away more samples of expanded lath than both his father and Mr. Lawson together. They showed a large number of specialties, including the famous Sykes wall ties, corner beads and several kinds of lath, both galvanized, japanned and plain iron.

Louis Powell, the sales manager of the Bostwick Steel Lath Co., Niles, Ohio, had some attractive pictures and printed matter describing the Bostwick line of steel lath, corner beads, wall ties and other building specialties in steel which are important adjuncts to the builders' supply dealers.

The American Sheet Metal Lath Co., with a line of specialties in steel, was represented by Roy Thompson, of Brooklyn.

The Northwestern Expanded Metal Co., Chicago, was represented by L. F. Jackson, the manager of their Boston office, who recommended Econo steel reinforcing in season and out of season, and made himself generally popular with delegates.

H. M. Reynolds Asphalt Shingle Co. was represented by W. A. Hoffman, of New York, who had a sample of a section of roof, which Jimmie Drake declared was a ready-made dog-house of very high quality. Reynold's literature showed all kinds of roofs covered with asphalt shingles, in all kinds of colors.



The Dutchess Lime Co., a new hydrating concern, with headquarters at New York, was represented by Edgar T. Belden, who forcefully presented a few prominent lime facts.

W. W. Wallace, of the American Sewer Pipe Co., had a little exhibit of clay goods consisting of firebrick and hard pavers, together with several sections of hollow tile, which is getting to be one of the most important features of staple lines carried by the retailer of builders' supplies.

Charles A. Kimball, the popular sales manager of the Atlas Portland Cement Co., mingled with the dealers throughout the convention and gracefully entertained with quite a series of little banquets in which the invitation was generally broadcast. H. F. Wright, E. P. Hannum, W. G. Thompson, W. S. Edgar and Allen Blake, of the Atlas sales staff, assisted in all of these features.

William Urschel, of the Woodville Lime & Cement Co., Toledo, Ohio, made a pleasant part of the convention by entertaining the dealers in the interest of Ohio white lime, which is known in every market.

The Alpha Portland Cement Co. was represented by G. S. Brown, who has made himself a head-liner at the dealers' conventions by his broad policy of co-operation, assisted by Fred C. Ludlow, C. W. Giles and Thomas M. Dyer, of the sales staff.

J. Hansell French was introducing the new brand of French's Portland cement, as the representative of Samuel H. French & Co. of Philadelphia, one of the first concerns in America to sell Portland cement, beginning in 1844 when the country itself was young as well as the building industry. The present standard bearer of the venerable house of French on the firing line is a fine representative of the stuff out of which American commerce has been built up, and the yellow pencils that he gave to every one at the registration desk promptly went into usefulness by the delegates who had memorandums to keep.

Kelley Island Lime & Transport Co., of Cleveland, was represented by A. P. Loockwood and A. J. Earl, who had big tiger brand banners that are almost as familiar as the Union Jack.

W. L. Callahan was on hand with a bunch of literature describing the uses of Lally columns.

The Allentown Portland Cement Co. was represented by R. L. Cope and M. McMullen.

The mortar color specialty was represented by J. Burgess McNeal and P. B. Edridge of James B. McNeal & Co., Baltimore, and G. A. Rodenbuck of the Clinton Metallic Paint Co., Clinton, N. Y.

A. H. Gallagher, the sole representative of the National Retarder Co., was on hand, in fact, the convention would run short without him, and there was a long list of gypsum plaster men on the job, prominently among which were the leading lights of the big producers. R. G. Bear, of the United States Gypsum Co.; M. A. Reeb, of the Niagara Gypsum Co.; Joseph C. Seguire, of J. B. King & Co.; August A. Wolf, of the Empire Gypsum Co., who were joshing one another all the time and entertaining their friends and customers with small banquets and talk fests whenever the opportunity arrived.

The sales staffs from the various plaster companies consisted of the following gentlemen: United States Gypsum Co., R. B. Holcomb, of Rochester, N. Y.; David R. Locke, S. F. Bartlett and R. Steele, of New York; Niagara Gypsum Co., C. F. Towne and R. S. Whitman, of Buffalo; Empire Gypsum Co., T. W. Curtis, Rochester; Alex Scott, Albany; C. M. Difenderfer, Rochester; J. B. King & Co., H. J. Lougee, New York; R. J. Kyle, representing the Cayuga Lake Cement Co. of Ithaca, was at home among the delegates of his home section.

N. S. Kelley, of Pittsburgh, was the only representative of the Universal Portland Cement Co. and it kept him busy, but still he held his own in the fast company of the occasion.

The Nazareth Portland Cement Co. was repre-

sented by the old warhorse J. B. VanDever, of New York, who has helped the New York association ever since it was organized.

J. W. Thompson, of the Trussed Concrete Steel Co., was on hand with a little exhibit and carried some convincing talk with him.

The Millen Cement Co., of Jamesville, N. Y., was represented by practically the whole staff.

The Knickerbocker Portland Cement Co. was represented by W. M. Flooring and R. T. Reynolds, of New York.

M. Bigelow represented the Palmer Lime & Cement Co., of New York, and never missed a bet to keep things moving in the way of pleasantries.

Walter S. Sheldon, who lives at 30 Church street, New York, when he is working as the sales manager of the Thomasville Stone & Lime Co., was on hand to renew acquaintances with his wide circle of friends in the trade.

H. H. Frey represented the General Fireproofing Co., of Youngstown, who have developed a great line of steel specialties.

The Vulcanite Portland Cement Co. was represented by B. O. Payne, of New York, who is a live wire and a member of the crowd that never sleeps. If he had a hotel bill it was complimentary.

The William G. Hartranft Cement Co., of Philadelphia, was represented by William K. Robb, who made a part of many pleasant excursions.

The Utica dealers literally abandoned business from the time the convention opened until it was all over and the last delegate had departed.

Len Hughes, of the American Hardwall Plaster Co., and Thomas Proctor Eldred, of the same concern, worked diligently as professional entertainers.

John Davies, of the Empire Wall Plaster Co., excelled in the arrangement of the smoker program.

F. F. Dutton, of the Empire Wall Plaster Co., and M. T. Bannigan and F. E. Nugent, of McQuade & Bannigan, never overlooked an opportunity to give a hearty boost to all the workings of the association.

George D. Elwell, of Albany, whose wonderful work as an organizer has made the New York association a success, was crowned with the supreme honor of being chosen the general manager of the organization to bring it to the kind of a success that a real dealers' organization ought to be.

John E. Maher, of Rochester, in discussion talked like a banker, and there were some who did not know we had those kind of animals with us.

S. M. Hamilton, of the Buffalo Builders' Supply Co., is one of the strongest floor workers of the association and always ready for progressive work.

Frank P. Farrell, of Oswego, believes in straight-out-from-the-shoulder co-operation and does the things that make history when the occasion arrives.

C. A. Baldwin, of Ithaca, has proved to be a very efficient secretary. His work has had no little to do with the splendid representative attendance of the Utica convention.

Space limitation is all that prevents an indefinite continuation of the bright and pleasant things that occurred at the Utica convention, all of which taken together spell out the magic legend "Greater Confidence in the Business Campaign for the Coming Season of 1915," which is the best asset with which to tackle any and every big undertaking.

### Louisville Expects Active Spring.

Louisville, Ky., April 3.—Building supply men of Louisville are finding things pretty active just now and are well pleased with the general conditions of business. Building permits are running well ahead of last year and the outlook is exceptionally bright.

The Union Cement & Lime Co. has taken on a number of new brick agencies and is now prepared to handle almost any kind of brick wanted in modern building.

The Tyler Building Supply Co. has closed a very

good March business and is well satisfied with conditions.

The Louisville Paper Co. reports a big improvement in sales of wall board and various building papers and roofings. Not only in Louisville but out in the state and throughout the Southern district the demand for building materials is improving, according to officers of the company. Thomas Stark, of the credit department, is making arrangements whereby a 21-foot sail boat is to be built of wall board, which will be filled, leaded and varnished thoroughly.

The Hegan Co. reports a good lot of orders from the central portion of Illinois. Bernard Arvin, the Illinois representative of the concern, has closed tile contracts at Flora, Louisville, and Danville. W. F. Manning, the southern representative at Camden, Tenn., reports favorable conditions for good business later in the year.

In a recent article from Louisville it was stated that Henry S. Gray, Will Speed and other members of J. B. Speed & Co. were interested in an electric concern at Milltown, Ind., which would furnish lights for the town and also power to operate the Speed plant at that point. This was in error inasmuch as the Speed company has been operating an electrified plant for some time, and the power to operate the city lights will be generated at the Speed plant. A company, known as the Electric Service Company, of Milltown, Ind., has been incorporated with a capital stock of \$5,000 to furnish the light for the town.

### Courthouse Contract Will Provide Material Demand.

Cincinnati, O., April 5.—The general situation has not changed in this vicinity in many respects, but such changes as have taken place are decidedly for the better, from the standpoint of the handlers of building materials.

The letting of the courthouse contract to the Charles McCaul Co., of Philadelphia, on a bid of about \$1,411,000, disposes of the largest contract of the season, in all probability, and makes it certain that there will be some big business for somebody in the materials lines, or, rather, for several somebodies, very shortly.

The Kirchner Brick Co., which has for some time maintained a selling office in Cincinnati to handle its various lines of brick, has made arrangements to concentrate its offices at East Fultenham, O., where its plant is located, and will therefore close its local office. Its face brick will be sold hereafter in this vicinity by the Pursell-Grand Co. E. R. Garlick has been made sales manager of the company.

### Milwaukee Gets New Building Code.

Milwaukee, Wis., April 5.—Building material supply men, architects, contractors and builders are awaiting with interest the distribution of copies of Milwaukee's new building code, which is said to be one of the most complete in the country. The Milwaukee building commission has worked for more than five years in preparing the code, but it cost the city less than \$2,400, as compared with the code of Cleveland, which is said to have cost that city \$40,000. The new Milwaukee code covers every phase of building construction and maintenance. It establishes the rules for excavations, the building of the foundations and the erection of the building itself. It regulates the height of buildings, the loads which can be carried by different materials, the construction of elevators and all other equipment necessary for a modern office, factory or residence building.

The W. H. Pipkorn Co., well-known building material supply house of Milwaukee, has purchased the business of the Wauwatosa Fuel, Feed & Lumber Co., located at Wauwatosa, a suburb of Milwaukee.

## A Page from our New Book on "S-A" Machinery for Screened Products

566

Shows many  
typical plants  
and modern  
methods of pro-  
duction.

Every gravel  
and stone man-  
should have one.

Write today  
for copy. It's  
free.



### STONE STORAGE.

This illustrates the 25,000-ton storage of the Clinchfield Portland Cement Co. Stone is received from hopper cars in a track hopper, fed to an elevator, and thence to the distributing conveyor. A movable tripper, supplemented by a movable cross conveyor, discharges to the pile. A tunnel conveyor reclaims from the pile and delivers to the plant.

"S-A" Storage Conveying Systems

STEPHENS-ADAMSON MANUFACTURING COMPANY

## STEPHENS-ADAMSON MFG. CO. AURORA, ILLINOIS

New York      Boston      Chicago      Los Angeles  
Pittsburgh      Salt Lake City      St. Louis      Toronto      Huntington

*We design and manufacture conveying machinery for rock crushing plants, gravel washing plants, storage systems, etc. Also transmission and screening equipment, elevators, gates, feeders, car pullers.*

## The Ambursen Company as Tramway Engineers



WE are often asked why the AMBURSEN COMPANY took up Short-Haul Transportation as a Department. The answer is timely because it strengthens our position as Consulting Engineers for the purchaser.

The AMBURSEN COMPANY is known everywhere as Engineers and Contractors in heavy concrete work in hydraulic construction. During the depression of the past two years we have made a systematic study of all methods leading to reduction of cost per yard. A heavy item is the haul of material, gravel, sand, broken stone, cement, steel, etc., etc., from the railroad point, the quarry or gravel pit to the work. The great sums of money expended by us in this item led to an investigation to discover some feasible means of mechanical

transportation. Recognizing that the old forms of tramway had no place in such service we were fortunate in happening upon the Lawson Tramway which at once appealed to us as possessing the exact features required. During this investigation our Mr. Church became the Consulting Engineer of the Consolidated Tramway Company. In the course of time, however, the broadening possibilities became so evident that it carried the future development of the business to a point further than that company was organized to follow. We therefore made a proposition to take over the entire business, plant and equipment, which proposition was accepted and is now in force. Having secured control of the business we set about redesigning the entire construction on improved lines for a more extended service than had been contemplated. This redesigning has covered practically every detail of the tramway as well as introducing many new features looking into its broader application.

In presenting the Lawson Tramway, therefore, we have the great advantage of being thoroughly conversant with the requirements from the user's standpoint. To this we add the advantage of a complete engineering and construction organization which permits us to take contracts for tramways delivered and erected—a point hitherto carefully avoided.

Take note of the fact that we were not obliged to go into the tramway business. We were not already in it—had no investment to protect. We came into it from the outside—not the inside. Our spirit was critical—far more critical than that of the non-professional purchaser. We took over the Lawson Tramway, therefore, because we saw in it the fundamentals of a complete reorganization and expansion of the Short-Haul scheme and foresaw the founding thereon of a great business. We are not disappointed.

Very respectfully,

**AMBURSEN COMPANY, Tramway Department, 61 Broadway, NEW YORK**

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



# CLASSIFIED BUSINESS DIRECTORY

## BAGS AND BAG TYERS.

Faerberhill Mfg. Co. (bag tyers).  
Jaite Company, The.  
Urshel Bates Valve Bag Co.

## BELTING.

H. W. Caldwell & Co.  
Chain Belt Co.  
Dull & Co., R. W.  
Imperial Belting Co.  
Link Belt Co.  
Revere Rubber Co.  
Stephens-Adamson Mfg. Co.  
Webster Mfg. Company.  
Weller Mfg. Co.

## BRICK.

Belden Brick Co.  
Metropolitan Paving Brick Co.

## BRICK CLAMPS.

The P. D. Crane Co.

## BRICK PAVING.

Harris Brick Co.  
Metropolitan Paving Brick Co.  
Thornton Fire Brick Co.

## BUCKETS, DUMPING AND GRAB.

Atlas Car & Mfg. Co.  
H. W. Caldwell & Co.  
Haiss Mfg. Co., Inc., Geo.  
Hendrick Mfg. Co.  
Link Belt Co.  
McMyler-Interstate Co.  
Willis Shaw Mch. Co.

## CABLES.

American Steel & Wire Co.  
Dull & Co., R. W.  
Sauerman Bros.

## CARS, INDUSTRIAL.

Atlas Car & Mfg. Co.  
Austin Mfg. Co.  
Haiss Mfg. Co., Inc., Geo.  
Kilbourne & Jacobs Mfg. Co.  
Link Belt Co.  
Stephens-Adamson Mfg. Co.  
Weller Mfg. Co.

## CASTINGS.

Allis-Chalmers Mfg. Co.  
Traylor Eng. & Mfg. Co.

## CEMENT, CAEN STONE.

Cleveland Bldrs.' Supply Co.

## CEMENT, HYDRAULIC.

Carolina Portland Cement Co.

## CEMENT, PORTLAND.

Atlas Portland Cement Co.  
Carolina Portland Cement Co.  
Chicago Portland Cement Co.  
Coplay Cement Mfg. Co.  
Huron-Wyandotte Port. Cement Co.  
Ironport Portland Cement Co.  
Kansas City Portland Cement Co.  
Lehigh Portland Cement Co.  
Marquette Cement Mfg. Co.  
Northwestern States Portland Cement Co.  
Ohio & Western Lime Co.  
Phoenix Portland Cement Co.  
Sandusky Portland Cement Co.  
St. Louis Portland Cement Works.  
Union Sand & Material Co.  
Vulcanite Portland Cement Co.  
Whitehall Portland Cement Mfg. Co.  
Wolverine Portland Cement Co.  
Woodville Lime & Cement Co., The.

## CHAINS.

Chain Belt Co.  
Columbus Chain Co., The.  
Jeffrey Mfg. Co.  
Link Belt Co.

## CLAYWORKING MCHY.

American Clay Mch. Co.  
Bartlett, C. O., & Snow Co.

## COLORINGS DRY AND MORTAR.

Samuel Cabot.  
Chattanooga Paint Co.  
Clinton Metallic Paint Co.  
Macneal, James B., & Co.  
Ricketson Mineral Paint Works.  
Williams, C. K., & Co.  
Woodville Lime & Cement Co.

## COMPRESSORS.

Allis-Chalmers Mfg. Co.  
Clayton Air Compressor Co.

## CONCRETE MIXERS.

Chain Belt Co.  
Cement Tile Mach. Co.  
Jaeger Mach. Co.  
Miscampbell, H.  
Power & Mining Mach. Co.

## CONCRETE REINFORCEMENT.

American Steel & Wire Co.

## CONSULTING GEOLOGISTS.

Grimsley, G. P., Ph. D.  
Hunt, Robt. W., & Co.

## CORNER BEADS.

Bostwick Steel Lath Co., The.  
North Western Expanded Metal Co.  
Sykes Metal Lath & Roofing Co.

## CRANES—LOCOMOTIVE AND GANTRY.

Link Belt Co.  
McMyler-Interstate Co.

## CONVEYORS AND ELEVATORS.

Allis-Chalmers Manufacturing Co.  
Austin Mfg. Co.  
Bartlett, C. O., & Snow Co.  
Caldwell, H. W., & Sons Co.  
Chain Belt Co.  
Dull, Raymond W., & Co.  
Ehram, J. B., & Sons Mfg. Co.  
Haiss Mfg. Co., Inc., Geo.  
Jeffrey Manufacturing Co.  
Link Belt Co.  
McMyler-Interstate Co.  
McLanahan Stone Machine Co.  
Manierre Eng. & Mach. Co.  
Power & Mining Mach. Co.  
Stephens-Adamson Mfg. Co.  
Toepfer, W., & Sons.  
Webster Mfg. Company.  
Weller Mfg. Co.

## CRUSHED STONE.

A. & C. Stone & Lime Co.

## CRUSHERS AND PULVERIZERS.

Allis-Chalmers Manufacturing Co.  
American Pulverizer Co.  
Austin Mfg. Co.  
Bacon, Earl C.  
Bartlett, C. O., & Snow Co.  
Bonnot Co., The.  
Bradley Pulverizer Co.  
Butterworth & Lowe.  
Chalmers & Williams.  
Ehram, J. B., & Sons Mfg. Co.  
Jeffrey Manufacturing Co.  
Kent Mill Co.  
Lewistown Foundry & Machine Co.  
McLanahan Stone Machine Co.  
Pennsylvania Crusher Co.  
Power & Mining Mach. Co.  
Raymond Impact Pulverizer Co.  
Sturtevant Mill Co.  
Traylor Eng. & Mfg. Co.  
Webb City & Cartersville F. & M. Wks.  
Williams Pat. Crusher & Pulverizer Co.

## DRAIN TILE.

American Clay Co.  
Vigo-American Clay Co.

## DRILLS.

Loomis Machine Co.

## DRYERS.

American Process Co.  
Bartlett, C. O., & Snow Co.  
Link Belt Co.  
Ruggles-Coles Eng. Co.

## ENGINEERS.

American Process Co.  
Bacon, Earl C.  
Buckbee Co., J. C.  
Duff Patents Co., Inc.  
Dull, Raymond W., & Co.  
Fuller Engineering Co.  
Grimsley, G. P.  
Hunt, Robt. W., & Co.  
Improved Equipment Co.  
Meade, R. K.  
Sauerman Bros.  
Schaffer Eng. & Equip. Co.  
Smith & Co., F. L.  
Stephens-Adamson Mfg. Co.  
Traylor Eng. & Mfg. Co.

## ENGINES.

Allis-Chalmers Mfg. Co.  
Power & Mining Mach. Co.

## EXCAVATORS.

Buckbee Co., J. C.  
Raymond W. Dull Co.  
Haiss Mfg. Co., Inc., Geo.  
Indianapolis Cable Excavator Co.  
McMyler-Interstate Co.  
Sauerman Bros.  
Weller Mfg. Co.

## FIRE BRICK.

Carolina Portland Cement Co.  
Improved Equipment Co.  
Thornton Fire Brick Co.  
Union Mining Co.

## FURNACES FOR SPECIAL PURPOSES.

Improved Equipment Co.

## GAS PRODUCERS.

Duff Patents Co.  
Improved Equipment Co.

## GATES.

Haiss Mfg. Co., Inc., Geo.

## GEARS.

Caldwell, H. W., & Son Co.  
Chain Belt Co.  
Link Belt Co.  
Stephens-Adamson Mfg. Co.  
Weller Mfg. Co.

## GLASS SAND MACHINERY.

Lewiston Fdy. & Mach. Co.

## GYPSUM BLOCK.

American Cement Plaster Co.  
U. S. Gypsum Co.  
Plymouth Gypsum Co.

## GYPSUM—PLASTER.

American Cement Plaster Co.  
American Keene Cement Co.  
Best Bros. Keene's Cement Co.  
Cardiff Gypsum Co.  
Carolina Portland Cement Co.  
National Mortar & Supply Co.  
Ohio & Western Lime Co.  
Plymouth Gypsum Co.  
U. S. Gypsum Co.  
Wheeling Wall Plaster Co.

## HAIR.

Ohio & Western Lime Co.

## HOISTS, ELECTRIC AND STEAM.

Allis-Chalmers Mfg. Co.  
Buckbee Co., J. C.  
Link Belt Co.  
Haiss Mfg. Co., Inc., Geo.

## HOLLOW CLAY TILE.

American Clay Co.  
Metropolitan Paving Brick Co.  
Vigo-American Clay Co.

## HYDRATING MCHY.

Kritzer Co., The.  
Miscampbell, H.

## LIME.

Carolina P. C. Co.  
Hannibal Lime Co.  
Kelley Island Lime & Trans. Co.  
Mitchell Lime Co.  
National Lime & Stone Co.  
National Mortar & Supply Co.  
Ohio & Western Lime Co., The.  
Owens & Son, John D.  
Scioto Lime & Stone Co.  
Woodville Lime & Cement Co.

## LIME, HYDRATED.

Hannibal Lime Co.  
Kelley Island Lime & Transport Co.  
Mitchell Lime Co.  
National Lime & Stone Co.  
National Mortar & Supply Co.  
Ohio & Western Lime Co., The.  
Owens & Son, John D.  
Scioto Lime & Stone Co.  
Woodville Lime & Cement Co., The.

## LIME KILNS.

Improved Equipment Co.

## LOADERS AND UNLOADERS.

Ambursen Company.  
Chain Belt Co.  
Haiss Mfg. Co., Inc., Geo.  
Jeffrey Mfg. Co.  
Link Belt Co.  
Manierre Eng. & Mach. Co.  
Stephens-Adamson Mfg. Co.  
Weller Mfg. Co.

## LOCOMOTIVES.

Davenport Locomotive Wks.  
Willis Shaw Mch. Co.

## MANGANESE STEEL.

Allis-Chalmers Mfg. Co.  
Link Belt Co.  
Taylor-Wharton Iron & Steel Co.

## METAL LATH.

Bostwick Steel Lath Co.  
Carolina Portland Cement Co.  
North Western Expanded Metal Co.  
Sykes Metal Lath & Roofing Co.

## MOTOR TRUCKS.

Kissel Motor Car Co.  
Pierce-Arrow Motor Car Co.

## PAINT AND COATINGS.

Cabot, Samuel.  
Canfield Oil Co.  
Chattanooga Paint Co.  
Gordon-Hittl Co.  
Macneal, James B., & Co.  
Ricketson Mineral Paint Co.  
Williams, C. K., & Co.

## PEBBLES.

Canada Pebble Co.

## PERFORATED METALS.

Allis-Chalmers Mfg. Co.  
Johnson & Chapman.  
Hendrick Mfg. Co.  
Toepfer, W., & Son.

## PLASTER.

See Gypsum.

## PLASTER BOARD.

American Cement Plaster Co.  
Plymouth Gypsum Co.  
U. S. Gypsum Co.

## PLASTER MCHY.

Butterworth & Lowe.  
Dunning, W. D.  
Ehram, J. B., & Sons Mfg. Co.  
Miscampbell, H.  
Williams Pat. Crusher & Pulverizer Co.

## PREPARED ROOFING—SHINGLES.

Carolina Portland Cement Co.  
Reynolds Asphalt Shingle Co.

## PUMPS.

Allis-Chalmers Mfg. Co.  
International Steam Pump Co.

## QUARRY CARS.

See Cars.

## ROAD MACHINERY.

Austin Mfg. Co.  
Troy Wagon Works.

## ROOFING-METAL.

Sykes Metal Lath & Roofing Co.

## SAND.

Union Sand & Material Co.

## SAND AND GRAVEL WASHING PLANTS.

Dull & Co., Raymond W.  
Link Belt Co.  
Stephens-Adamson Mfg. Co.  
Webster Mfg. Co.  
Weller Mfg. Co.

## SAND LIME BRICK MACHINERY.

Amer. Clay Machy. Co.  
Jackson & Church.

## SCREENS.

Allis-Chalmers Mfg. Co.  
American Pulverizer Co.  
Butterworth & Lowe.  
Chain Belt Co.  
Dull & Co., Raymond W.  
Ehram, J. B., & Sons Mfg. Co.  
Haiss Mfg. Co., Inc., Geo.  
Hendricks Mfg. Co.  
Johnston & Chapman Co.  
Link Belt Co.  
McLanahan Stone Machine Co.  
Power & Mining Mach. Co.  
Stephens-Adamson Mfg. Co.  
Sturtevant Mill Co.  
Toepfer, W., & Sons.  
Webster Mfg. Company.  
Weller Mfg. Co.

## SECOND-HAND MACHINERY.

Bourse.  
Dolese & Shepard Co.  
Shaw Mach. Co., Willis.

## SEWER PIPE.

Houston Bros. Co.  
Plymouth Clay Products Co.

## SHEAVES, BLOCKS AND VALVES.

Haiss Mfg. Co., Inc., Geo.

## SINK AND FLOAT TESTERS.

Pennsylvania Crusher Co.

## SPREADERS, ROAD.

Troy Wagon Wks. Co., The.

## STEAM SHOVELS.

Marion-Osgood Co.  
Thew Automatic Shovel Co.  
Shaw Mch. Co., Willis.

## STUCCO RETARDER.

National Retarder Co.

## TRAILERS, TRACTORS AND MOTOR TRUCKS.

Troy Wagon Wks. Co., The.

## TRAMWAYS.

Ambursen Company.  
American Steel & Wire Co.  
Link Belt Co.

## TRUCK AND WHEELBARROWS.

Kilbourne & Jacobs Mfg. Co.

## TUBE MILLS.

Allis-Chalmers Manufacturing Co.  
Power & Mining Mach. Co.  
Smith & Co., F. L.

## WAGONS—DUMP AND REVERSIBLE.

Troy Wagon Wks. Co., The.

## WALL PLUGS AND TIES.

Bostwick Steel Lath Co.  
Sykes Metal Lath & Roofing Co.

## WATERPROOFING.

Cabot, Samuel, Inc.  
Canfield Oil Co.  
Carolina Portland Cement Co.  
Ceresit Waterproofing Co.  
Hercules Waterproofing Cement Co.  
Maumee Chemical Co.  
Sandusky Portland Cement Co.

## WEIGHING MACHINES.

Automatic Weighing Machine Co.  
Schaffer Eng. & Equip. Co.  
Sturtevant Mill Co.

## WIRE AND WIRE FENCING.

American Steel & Wire Co.

## WIRE ROPE.

American Steel & Wire Co.  
Buckbee Co., J. C.  
Leachen, A., & Sons Co.

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS





## This Truck Will Save Big Money

A KisselKar Truck equipped with dump body operated by means of a hydraulic lift, discharges its load instantaneously.

It saves thousands of dollars in the haulage of building and paving material. It requires only the driver to operate it and he does not have to leave his seat to do so.

Whether with this dump body or any other style of body that may be better adapted to the work in hand, a KisselKar Truck chassis is an incomparable mount.

# KISSELKAR TRUCKS

In Six Sizes

Let us point out to you in detail the superior construction and workmanship of KisselKar Trucks.

Let us give you the names of others in **your line of business** who have found them money-savers and money-makers.

Let us send you a copy of our truck portfolio illustrating hundreds of these sturdy vehicles as they appear in the service of owners.

The more carefully you investigate trucks the more certain it is that you will select KisselKar Trucks.

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## Are You Getting Your Share

of the rapidly increasing sale of

## Excelsior Caen Stone Cement?

Architects the country over are specifying it. Approved for Government work by the U. S. Bureau of Standards and Supervising Architect.

Beautiful Light Buff in Color  
Resembles Stone in Texture  
Replaces Expensive Marble  
More Classy Than Ordinary Plaster

WE WANT DEALERS TO REPRESENT US

Prices, illustrated booklet and sample panel on request.



**The Cleveland Builders Supply Co.**

Manufacturers

Leader News Building Cleveland, Ohio

## ? ARE YOU A LIME, CEMENT, STONE, ? OR SAND AND GRAVEL PRODUCER ?

**Our Service is for You** We are Engineers—Designers of Sand and Gravel Washing Plants—Manufacturers of Dull's Tubular Washer, Cableway Excavators, Screens, Conveying Equipment, Pulleys, etc. See our full page advertisements in the previous and next issue of ROCK PRODUCTS AND BUILDING MATERIALS, or write today to our Chicago office.

**The Raymond W. Dull Company, 1912 Conway Bldg., Chicago, Ill.**

**WELLER-MADE**

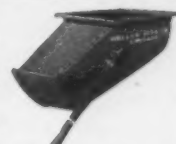


Duplex Bin Gates

**DELIVERY GATES**  
Undercut Overcut Duplex  
Plain or Special

**SCREENS :: ELEVATORS**

Everything for handling Sand, Gravel and Crushed Stone  
**Weller Mfg. Co., Chicago**



Undercut Bin Gates

## CLINTON MORTAR COLORS

The Standard for More Than a Quarter of a Century.

They embody

**QUALITY, STRENGTH and DURABILITY**

Have stood the test of over

**THIRTY YEARS**

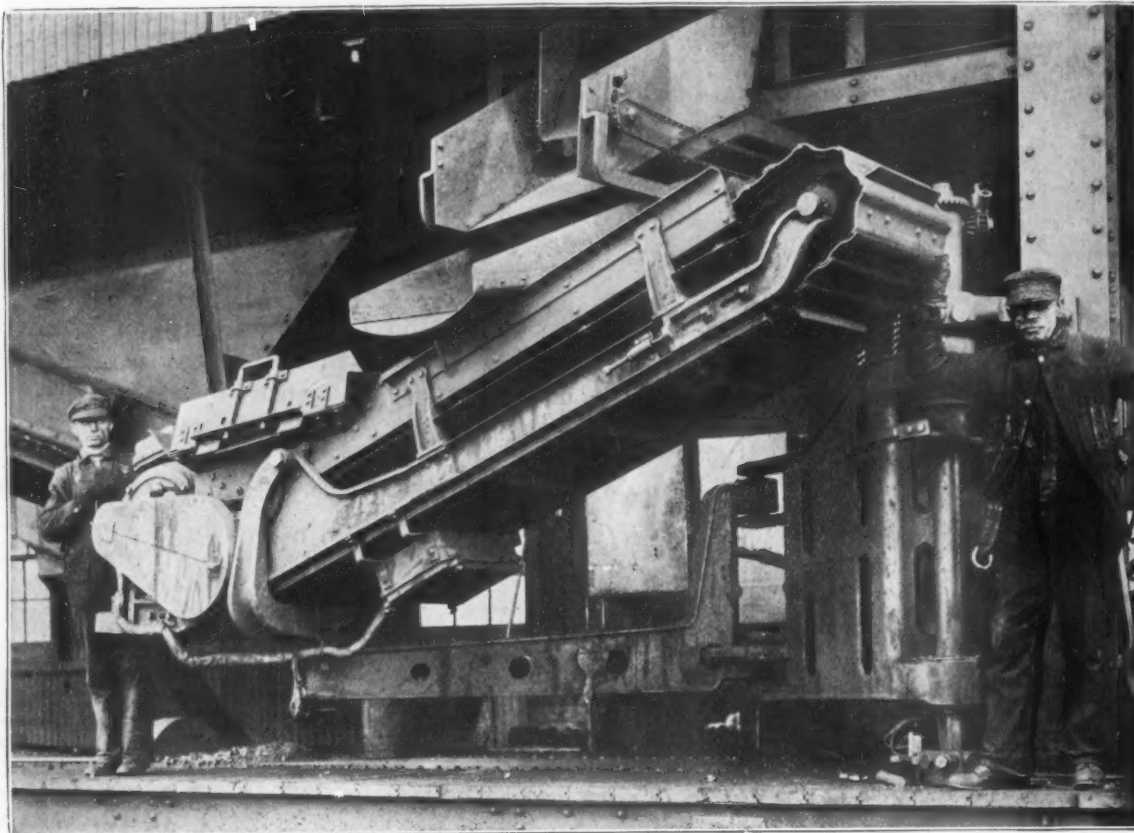
Metallic Paint, Mortar Colors, Roof Cement, Etc.  
Prices and detailed information furnished on request.

**Clinton Metallic Paint Company**

CLINTON, N. Y.

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

Of Course, It's a Manierre



A loader that loads rock, ores, crushed stone, or any other abrasive material into box cars swiftly, economically and without breakage.

Write for Bulletin 403.

**Manierre  
Engineering  
and  
Machinery  
Company**

**Milwaukee  
Wisconsin**

(Advertisements Like This One Makes the North Western Line Easy to Sell)

**CHANNEL LATH**

**One Account Means  
Less Book-keeping**

And that cuts down your overhead and puts more money on the profit side of the ledger.

Our 4 brands of lath cover the field completely. Our National advertising has educated the public to their merits. We can ship promptly from our nearest distributing point. Our prices are always in line with the quality of the product.

All the North Western brands are made with the famous "Kno-Burn" mesh that imbeds itself in the plaster for absolute permanence. They have survived the most severe tests for fireproof quality. They are easy to apply and easy to plaster over.

Let us send you literature and prices today.

Act now and be ready for Spring business.

**North Western Expanded Metal Co.**  
929 OLD COLONY BLDG., CHICAGO, ILL.



**These  
4 Brands  
of Lath  
Come in  
56 Styles**

**Kno-Burn**

**Kno-Fut**

**XX Century**

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



# NEWS of the TRADE

## Chicago's Condition Chaotic.

In spite of a large number of builders ready to invest their money in the erection of new structures in Chicago, the labor situation is preventing the construction of these improvements and has succeeded in putting the market into a chaotic state. In addition to a large number of buildings in the downtown district there are numerous apartment houses and residences for which plans have already been completed, but upon which work cannot be started. Some of these jobs will be completed late in the season; but, unquestionably, others will be deferred and fail of erection during the 1915 season.

During the past week the lathers, plasterers and painters have been on strike and the strike agitation has effected practically every one connected with the building industry in Chicago. It has been practically decided that on April 15th the carpenters will go on strike. In conjunction with the labor situation, the decision of three judges of the Municipal Court sitting as an arbitration board on the strike of the plasterers was received with delight. The decision rendered was to the effect that the plasterers had violated an agreement signed last February with the employing plasterers' association and ordered the men return to work on April 7, the date after the decision. In addition to this the judges will endeavor to decide the problem presented by the locked out lathers. In this work it is believed the plasterers will render valuable assistance.

Those now on strike or locked out are distributed as follows:

Painters on strike and locked out.....	4,500
Lathers on strike and locked out.....	800
Other mechanics forced into idleness by the tieup of buildings.....	6,000
Woodworkers and cabinetmakers in mills.....	5,000
Wood finishers (painters) in mills on strike.....	450
Other mill employes, rubbers, sanders, etc., laid off by shut down of plants.....	1,400

Building material manufacturers and dealers in the Chicago market are hoping that the black cloud, which seems to grow darker each minute, will be gradually lifted and that instead of a year of strife and uneasiness in the building situation of the city it will develop into a year of activity and prosperity for the building material men as well as for the laboring elements.

While the dealers try to appear optimistic they nevertheless confess that at the present time there is little business reaching their offices.

The demand for press brick has fallen off considerably, due to the unsettled condition of the labor question. During the last half of March 5,162,544 face brick were sold by Chicago retailers.

## NEW YORK PLAN FILINGS.

New York, April 3.—A special compilation of building operations in prospect in this market has been made for ROCK PRODUCTS AND BUILDING MATERIALS, although the official reports will not be made public before the 10th. The total construction in prospect for New York City in the current quarter was 2,831 new building plans filed with an estimated value of \$36,882,570. Last year in the same quarter there were 2,479 building plans filed at an estimated value of \$29,162,570. This represents a gain for the first quarter of 1915 over that for the same period last year of 352, with an estimated value of \$7,720,199. Plan filings in the week closed April 3 showed only 269 as against

390 in the week before, but the estimated value of the 269 plans filed was \$4,116,329 instead of only \$3,070,430.

## Pittsburgh Situation Good as 1914.

Pittsburgh, Pa., April 3.—All in all, the building situation is quite as good and probably better in most ways than a year ago and no serious labor troubles have occurred to prevent the letting of contracts if owners are so minded.

County commissioners of Allegheny county are arranging for the preparation of detailed plans for the Warrington avenue and Carson street tunnel through the South Hills. It is expected that bids will be taken in about thirty days. Plans for the tunnel were prepared by Engineer A. D. Neeld, of this city.

A joint building bill has been signed by Governor Brumbaugh which makes it possible for the county of Allegheny and the city of Pittsburgh to proceed at once with the erection of the \$3,000,000 building on Grant street. This will give Pittsburgh building a big stimulus this year.

The Builders' Exchange has decided to hold a \$1.00 dinner at the Fort Pitt hotel Wednesday evening, April 7. Fred G. Webber and Harry T. Marsh, of New York, will be there to address the crowd.

The board of education is getting ready to take new bids on the Schenley high school, as the former contract let to James L. Stuart was declared by the supreme court of Pennsylvania to be illegal. Contractors who propose to bid on the job now are anxious to have the time limit eliminated from the specifications.

## Michigan Material Items.

Ann Arbor—Judge E. D. Kinne has increased his recent judgment against Nathan Potter, of Jackson, in favor of Mary and Homer Millen, of this county, from \$66,666.66 to almost \$80,000. The court allowed interested of \$12,500 on \$66,666.66 from June, 1911, until the date of the decree. Judge Kinne also ordered Potter to pay \$7,500 to the Union Bank, of Jackson, so that the bank will have a clear deed to the Michigan Portland Cement Co., of which under the ruling the Millens are the principal stockholders. This makes the total sum Potter is ordered to pay nearly \$90,000.

Detroit.—The Detroit Flexotile Floor Co., manufacturers and dealers in flexotile, flexotile stucco, flexotile wainscoting, etc., has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$400 paid in cash and \$42,000 paid in in property.

## LOOKING FOR A GOOD YEAR.

Easton, Pa., April 5.—While there is nothing startling in the building material situation of Easton, retailers are looking forward to a pretty fair season during the coming year. The big industrial steel plant of the Taylor-Wharton Iron & Steel Co. is almost up and work has been commenced on the interior. Activity in the steel plant will bring new families to Easton and, consequently, new homes will be constructed.

T. H. Pursell, a member of the Mason's Supply Co. states that his firm is not expecting anything phenomenal but is anticipating a good season.

## Conditions in Canada.

Winnipeg, Man., April 5.—Prospects of an early state in construction work at Winnipeg never were better. The mild winter which we have experienced, together with an early indication of the advent of spring, tends to point to an unprecedented quick start in the building and engineering industries of Western Canada. Already there are firms, particularly in the water and sewer pipe lines, who are reporting a fair business. The steel industry of the West is also bright.

Work on the Greater Winnipeg water district aqueduct is to begin shortly, the official date for the beginning of the work on the big pipe being April 1. It was not thought that work could be started at that time, but if the present rate of thaw continues, work may be started during the first week of April. It is generally accepted that work of this kind cannot begin until the frost is well out of the ground, which does not occur in Western Canada until the middle of May. Hundreds of men will find employment before the middle of April. The aqueduct will be constructed of concrete and will be some 90 miles in length. The cost of the scheme is \$13,500,000. It will take two years to complete the work.

A convention has just closed this week at the Agricultural College, Winnipeg. Good Roads delegates met from all parts of Canada and the United States during the three days the meeting lasted. Many interesting and instructive papers were read.

Business in the cement, lime and brick lines continues to be very quiet with slight signs of a slow recovery. A similar state of affairs exists in the crushed stone, sand and gravel. No changes in prices are reported in any of these commodities.

Regarding building operations at Winnipeg—it is rather early for any project to start as yet, but there have been planned a few extensive blocks which will commence as soon as the weather permits. Similar conditions prevail in the rural districts. The Dominion and Provincial Governments are endeavoring to proceed as far as possible with all public works. The Government appropriations for the four Western provinces in Canada were as follows: \$988,500 for Manitoba; \$902,000 for Alberta; \$776,500 for Saskatchewan, while the stupendous total of \$4,067,500 has been devoted to British Columbia's interests. Building permit figures show a slight decrease as compared with those of last year. This is only to be expected owing to the unsettled times, and the continued stringency of banks and loan companies throughout the Dominion. They state, however, that money is at liberty for those desiring to put it to a legitimate use. Speculative building appears to be killed for all time in Canada.

## COLUMBUS DEALERS WAITING.

Columbus, Ohio, April 5.—Builders' supply dealers of Columbus have experienced a tight winter and are anxiously looking forward to the opening of the spring season which they hope will be good, in spite of the fact that few plans are on the boards.

Typical of the dealers of the city, Mr. Parker of Hamilton & Parker Fuel & Supply Co., says that he is "waiting for the sun to shine and for business to open up." According to him, the extreme dullness of the winter should loosen up work very soon.



# N. B. S. A.

## The Standardization of Prices

One of the principal articles contained in the National Builders' Supply Association's program is to advocate legislation that will permit of the standardization of prices, and a word at this time regarding a measure which is now pending in Congress and which has been designed to legalize such action, known as the Stevens Bill, is appropriate.

This bill which is known as H. R. 13,305, was introduced in Congress by Representative Stevens of New Hampshire and is a measure to promote the prosperity of our villages, towns and cities; to check the growth of great trading monopolies, and to establish conditions of fair competition, instead of the cut-throat methods that are destroying so many of our independent merchants. These desirable ends will be accomplished through the simple but effective remedy of abolishing unfair and dishonest practices that are being used to draw trade out of its natural channels by mail order houses and similar concerns operating in and from a few large cities.

The necessity for national legislation for this purpose arises out of business conditions that have in recent years been making steadily toward the destruction of the independent merchants of the country, and the concentration of trade in the hands of immense trading corporations. As a result of the methods employed by these concerns, the trade of the town and small city merchants has greatly fallen off, with the further effect of declining population and decreasing prosperity in thousands of communities.

The chief agency by which these undesirable changes in the system through which goods reach the consumer are being brought about, is unquestionably the practice of advertising well known goods at cut prices, for the purpose of deluding the public into the belief that all goods offered by the advertisers are sold at the low rate of profit secured on standard articles. This pretense of great bargains makes the consumers lose confidence in their local merchants and induces them to send their money away to the big trading concern for a mass of unknown goods for which they pay high prices. Thus cut prices on well known goods are used as bait to catch buyers for other goods, often of doubtful quality on which large profits are made.

It is clear that these practices constitute unfair competition, and that if allowed to continue unchecked, the inevitable result must be to crush out the independent merchant and to place the consumers at the mercy of a few vast trading monopolies. It is notorious that price cutting has been the principal means by which the great trusts and monopolies have been built up, and Secretary of Commerce Redfield has stated in a recent address:

"There are men who are sincere foes of monopoly who incline to the belief that, under economic laws, which are greater than statutes, the broad prohibition of the right to fix retail prices by manufacturers tends to create monopoly."

The certainty of this outcome of present tendencies has caused widespread alarm, not only on the part of the retail dealers, but of all who wish to see our small communities prosper, and who are opposed to monopoly in any form. Recognition of the danger has led to a popular demand for a remedy, and as the first and most

important step the Stevens Bill has been introduced in Congress. This bill is intended to put a stop to the fraudulent use of cut-price advertising, and provides a simple method by which manufacturers of standard articles can, by giving full publicity to their schedule of prices, secure protection against the predatory price cutter. This bill is not compulsory upon any manufacturer, but merely permits those who wish to have their goods sold at a uniform price, as a protection to the consumer, to take advantage of the law.

In order that there may not be the slightest excuse for the objection that a law authorizing uni-



W. L. CLIPPARD.

form price agreements would tend to create monopolies, the Stevens Bill explicitly states that its provisions shall not apply to any article produced or controlled by a monopoly. This would put the burden of proof on a manufacturer to show that he did not have a monopoly, and would be a most effective method of preventing monopoly combinations.

A feature of this bill that is of special interest to hundreds of thousands of merchants in all sections of the country, is the requirement that manufacturers taking advantage of its provisions shall have a uniform price of sale to all retail dealers. This is intended to do away with the practice of price discrimination in favor of the big retail dealers in the large cities, which enables them to undersell the dealers in the towns and small cities.

A copy of this bill was sent to each member of the N. B. S. A. during the past year, and practically everyone who has given the subject the study which it deserves has come to the conclusion that we have in the Stevens Bill, a measure which will be the first and most important step toward abolishing unfair competition in the sale of goods, and it should have the support of all who believe in fair competition, honest advertising and equality of treatment for big and little merchants.

## ARKANSAS' NEW VICE-PRESIDENT.

The vice-presidency for the state of Arkansas has been placed by the N. B. S. A. in the hands of W. L. Clippard, proprietor of the Fort Smith Terminal Warehouse Co., Fort Smith, Ark., who has proven himself to be one of the most wide-awake building material men in the state. He is also stated to be one of the youngest Arkansas men in the business. Mr. Clippard has been in the business but a few years, having started his activities with the building material industry through the handling of the Cabot line of specialties. It is said that he has worked up the best specialty business in the state and has just recently moved into a new building, where with an increased warehouse capacity he hopes to make himself felt in the Fort Smith territory. His new warehouse will hold 200 carloads. In addition to handling specialties Mr. Clippard is also selling a complete line of builders' supplies.

## APPLICATIONS RECEIVED.

Applications for membership since last issue have been received from the following:

Amalgamated Roofing Co., Chicago, Ill.  
Cardiff Gypsum Plaster Co., Ft. Dodge, Ia.  
Ft. Scott Hydraulic Cement Co., Ft. Scott, Kan.  
Ft. Smith Terminal Warehouse Co., Ft. Smith, Arkansas.

Ricketson Mineral Paint Works, Milwaukee, Wis.  
Tupper, Allen, New Orleans, La.  
Wasem Plaster Co., Ft. Dodge, Ia.

Applications for membership have not been coming in at the rate that is possible and it is the earnest desire of President Allen that the members busy themselves in this respect. Dealers in building materials are not hard to find, and it is to the interest of all that they become members of the N. B. S. A. Adopt the "Buy it now" movement, therefore, and apply it to your efforts at increasing the membership; in other words "Do it now."

## NEW FIELD SECRETARY.

President Allen reports that C. C. Stewart, assistant manager of sales of the Sykes Metal Lath Co., Warren, Ohio, has been added to the staff of field secretaries of the N. B. S. A. Mr. Allen reports that Mr. Stewart is a very aggressive fellow and a good mixer and it is expected that he will turn into the association a large number of applications during the present year.

## LA SALLE MANUFACTURERS SEEK LOWER RATES.

Cement manufacturers in the La Salle district, namely those located at La Salle, Oglesby and Dixon, Ill., have reopened I. & S. docket No. 408 for the purpose of lowering freight rates on cement between the La Salle district and points in Minnesota and other states.

## NATIONAL TRAFFIC LEAGUE TO MEET IN MAY.

The National Industrial Traffic League, which has announced its spring meeting for Memphis on April 8 and 9, has postponed the date of meeting until the middle of May.

The market place of the building material industry. Employment department, machinery wanted and for sale, etc. If your wants are not answered in this page, write a letter to this office.

**THE FRANCIS PUBLISHING CO.**  
537 S. Dearborn Street Chicago, Illinois

# :: THE :: BOURSE

Advertisements will be inserted in this section at the following rates:

For one insertion.....25 cents a line  
For two insertions.....45 cents a line  
For three insertions.....60 cents a line

Eight words of ordinary length make one line.  
Heading counts as two lines.  
No display except the headings can be admitted.

Remittances should accompany the order. No extra charges for copy of paper containing the advertisement.

## EMPLOYEES WANTED

**WANTED**—An experienced, sober man, in sand and gravel business, to invest \$2,000 to \$5,000 and take charge of plant. Address "Business," c/o Rock Products and Building Materials.

### HELP! HELP! HELP!

#### LET US HELP YOU.

We want employers who are looking for good help to advertise in the "Wanted Employees" column, because we know that they will get good results. Rock Products and Building Materials.

## EMPLOYMENT WANTED

**WANTED**—Position as superintendent of lime plant by consulting engineer on induced and forced draft kilns. Experienced operator of Quarries, Crusher, Pulverizer, hydrator and coeperage. Highest output with lowest maintenance and operating costs. At present employed. Address Box 1049, care Rock Products and Building Materials.

**WANTED**—Position as manager or superintendent of a large lime plant in the West. Ten years' experience in building, operating and handling sales for large company. Can show results. Only parties having high-class propositions to offer and wanting the service of a high-class man need to answer. Address Box 1033, care Rock Products and Building Materials.

### ARE YOU LOOKING FOR EMPLOYMENT?

A small advertisement in the Employment column will make your wants known and help you to get a position. No difference what kind of a job you want—advertise in Rock Products and Building Materials, as the paper is read by the people you want to reach. QUICK RETURNS.

Capable engineer, available at once, as superintendent or mechanical engineer on cement, lime or allied industries. Fifteen years' experience. Can show results. Address "T," care Rock Products and Building Materials.

**WANTED**—Position as quarry superintendent. Acquainted with all kinds of operating, including steam shovels, crushers and lime. Best of references. Address Box 1044, care Rock Products and Building Materials.

**WANTED**—Position as superintendent; 20 years' experience erecting and operating stone crushing plants. Reference. Address Box 1043, care Rock Products and Building Materials.

An experienced cement plant operator desires position. Confidential and special features given practical attention. Address Box 1050, care Rock Products and Building Materials.

**WANTED**—Permanent position as accountant. 10 years' experience as timekeeper, commissary clerk, bookkeeper, buyer, etc. Also several years' experience as foreman and general foreman of concrete, excavation and quarry work. Address Box 1051, care Rock Products & Building Materials.

## BUSINESS OPPORTUNITIES

### ESTABLISHED MONEY MAKING SAND AND GRAVEL PLANT.

Profits run Ten Thousand a year for the past four years, and with proper attention business can be doubled. Good local and wholesale trade. Fine shipping facilities and fine territory to draw from. All equipment in first-class condition. Located in splendid growing Missouri River town of Five Thousand population. A capable and reliable man can purchase with small payment down and balance out of earnings of business. Write for particulars to W. W. G. HELM, Boonville, Mo.

**FOR SALE**—About 200 acres, large deposits of Limestone and Clay; especially suited for the manufacture of Portland cement, as shown by analysis; also suitable for brick manufacturing or lime manufacturing plants. Located on the west shore of the Hudson River, ninety miles from New York City. Plenty depth of water for any size vessel on river channel. If interested, address Lock Box 125, Kingston, N. Y.

**WANTED**—Location for a wholesale and retail sand and gravel plant. Might buy out a good going business. Address: H. C. Lynch, Independence, Iowa.

### FOR SALE—RENT OR LEASE.

Smithland Tile and Brick Factory for sale, rent or lease; terms reasonable. In good location. Trade established. Address SMITHLAND TILE CO., Smithland, Ky.

**AGENTS**—500% PROFIT, FREE SAMPLE GOLD and SILVER Sign Letters for store fronts and office windows. Anyone can put on. Big demand everywhere. Write today for liberal offer to agents. METALLIC LETTER CO., 441 N. Clark St., Chicago, U. S. A.



## MACHINERY WANTED

**WANTED**—No. 7 1/2 GYRATORY CRUSHER. GIVE FULL PARTICULARS AND PRICE IN FIRST LETTER. ADDRESS BOX 1046, care ROCK PRODUCTS AND BUILDING MATERIALS.

**WANTED**—Second-hand Allis-Chalmers' Goets rock and ore breaker—style "D," also style "H" crushing roll. JAMES H. RHODES & COMPANY, 162 W. Kinzie St., Chicago, Ill.

## MACHINERY FOR SALE

**FOR SALE**—One Jones & Laughlin Cast Iron Crown Face Split Pulley, 7 feet in diameter, 30-inch face and 5-inch bore. The pulley is in good condition. Address Box 1046, care ROCK PRODUCTS AND BUILDING MATERIALS.

**FOR SALE**—Best empty cement bag baler, smallest price. Also brick and block machines. Address W. BARTEN, Gordon, Nebr.

## Machinery For Sale

6—TUBE MILLS, Smidth make.  
3—HAMMER PULVERIZERS, 5 to 10 tons per hr.  
1—LOCOMOTIVE CRANE, 38' boom, 1/2 yd bucket, industrial make.  
1—STEAM SHOVEL, Thew No. 0, on traction wheels.  
1—DRAG LINE, Monaghan make, on traction wheels, 1 yd., 40' boom.  
1—SLACK LINE EXCAVATOR, 24 cu. ft. bucket, 3 1/2 x 10 hoist.  
1—DERRICK, Stiff leg, 60' boom.  
1—HOISTING ENGINE, 9x10, D.C., D.D., with boiler.  
1—CLAM SHELL BUCKET, 1 yd.  
1—CENTRIFUGAL PUMP, Sand and Gravel, 8" suc. and disc.  
AIR COMPRESSORS, DUMP CARS, RELAYING RAIL.

If you need additional machinery we have it second-hand, thoroughly overhauled. Guaranteed. Good Value.

WRITE

**Willis Shaw Machinery Co.**  
New York Life Building CHICAGO, ILL.

## RAILS

all sizes—small or large lots. New and relaying. We are familiar with quarry requirements and know just what you need. Frogs, switches, splices and all track accessories. Immediate shipment from stock.

**L. B. FOSTER CO.**  
PARK BUILDING PITTSBURGH, PA.

## Results From the Classified Advertising Department

Wilkes-Barre, Pa.

March 16, 1915.

ROCK PRODUCTS & BUILDING MATERIALS,

Chicago, Ill.

Gentlemen:—

We have received such satisfactory responses to our advertisement in your issue of March 7th, that it will not be necessary to continue it.

Thanking you for the good service rendered, we remain

Yours very truly,

CAMPBELLS LEDGE STONE CO.

J. M. Morris, Manager.



# CONCRETE

## Concrete Pavements of Western Washington.

In an effort to set forth facts concerning the use of concrete as a paving material, the firm of Reitze, Storey & Duffy, Inc., general engineers of Seattle, at the solicitation of the Olympic, Superior and Washington Portland cement companies, have compiled all available information in a booklet entitled "Concrete Pavements in Western Washington, 1911-1914."

In the introductory remarks to the booklet the engineers state: "There is little doubt that this type of pavement is less well known in Western Washington by the layman than many other standard types, and it is because of this fact that this information has been gathered and is made available to the public."

A complete detailed history of the construction and service of all the pavements in the district has been gathered and compiled. Concrete pavements in the state of Washington are practically a new thing, the oldest pavements having been placed in the cities of Montesano and Kent during the year of 1911. In the past four years there have been placed approximately 900,000 square yards of concrete pavements in this district.

The investigation of the engineers has taken them into every county in Western Washington where they have procured for the trade complete information of the methods and date of construction as well as the behavior under various conditions. The examination shows that the original cost of placing concrete pavements is \$0.935 per square yard for the one-course pavement and \$1.30 per square yard for the two-course pavement.

## Concrete Bridge a Work of Art

A concrete bridge has just been completed in Pasadena, Cal., which spans the Arroyo Seco at the head of Colorado street. This is the finest residential section of Pasadena and the structure is certainly not a detriment to the beautiful homes near by, as the design of the bridge is a work of art.

In addition to its graceful arches, the bridge is built on a sweeping curve. The roadway is 160 feet above the stream and is 1,468 feet in length.

There are nine arches, the largest being 223 feet from center to center of the piers. Two are 151 feet across and the remaining six are 113 feet each. More than 10,000 barrels of cement were used in the construction and it is reinforced with corrugated bars of the strength of from 60,000 to 70,000 pounds.

The roadway is 28 feet between curbs and is paved with asphalt. Two sidewalks, five feet wide, extend on each side of the roadway.

## Competition Eliminates Many K. C. Manufacturers.

Kansas City, Mo., April 3.—"Five years ago there were more than 30 manufacturers of cement specialties in Kansas City—now there are three," said a manufacturer recently. "All the others have vanished, leaving behind a condition that may take some time to overcome. When the business was new, people seemed to think that any kind of cement product could be used for any purpose; but the stone men made the competition too hot. Rubble for building, and stone for trimming, can be sold in Kansas City as cheaply as cement products that are properly made, and the architects, mostly, refuse to consider the cement blocks and trimmings. Perhaps the situation will work to the best interests of the trade in the long run, for those now in the business are producing what is actually needed, useful and desired."

Three firms manufacturing cement products, which might be mentioned, are the Horton Concrete Construction Co., which has had many large contracts and rather specializes on railings and reinforced pipe; the Kansas City Concrete Pipe Co., which makes nothing but pipe, mostly culvert and small sewer sizes; the Trusswall Manufacturing Co., which goes into the artistic end of cement products manufacture. The school buildings, of which several are being erected, have usually considerable of this product. A feature of many of the buildings is a "false veranda," the railings made of cement. The Trusswall company is also doing a great deal of ornamental cement work in connection with residences, the specialty of the company being pillars, pergolas, urns and decorative insets.

The Horton Concrete Construction Co. is one of the oldest in the business, having been established

in Kansas City when the cement industry was in its infancy in the West. Its most recent large contract was for the passenger terminal improvement work at Kansas City. The plant of the company has been shut down for about a year, because of the dearth of the kind of work in the district with which such a large institution could be profitably operated. O. Hudson, general manager, evidently has not been idle, however, for the company has done considerable work, operating with equipment "on the job" in Missouri and Kansas this year. A recent job was the railings and stairway of the Broadway viaduct at Joplin, Mo., where some nice problems were worked out.

## Corrosion of Steel in Concrete.

Speaking on this subject some time ago, Dr. W. H. Walker, director of the research laboratory of applied chemistry of the Massachusetts Institute of Technology, said that every engineer is well aware of the fact that acidulated water, no matter how small the percentage of acid may be, tends to corrode steel by increasing the number of hydrogen ions present. It had been made clear, from tests he carried out, that there were certain alkaline substances present in concrete which corrected any acidity, and so protected the contained metal work from corrosion.

This fact has an important bearing upon the question whether concrete will protect iron or steel from corrosion. Inasmuch as Portland cement, when it sets or hardens, liberates a quantity of caustic lime, which is a strong alkali, the answer to the question must be in the affirmative. Iron or steel will not corrode when embedded in good concrete. But caustic lime is soluble in water, and poorly made concrete is not impervious to moisture. Therefore, if iron be embedded in concrete through which water is allowed at any time to percolate, this calcium hydrate will be slowly but surely dissolved. With it will disappear the inhibiting action of the concrete; and iron embedded therein will, in time, rust and become corroded. To ensure absolute protection of the reinforcing members of concrete construction, therefore, such concrete must be of good quality and sufficiently dense and carefully made to render it waterproof.

## Making Salem Fireproof.

Salem, Mass., is in the midst of rebuilding work, following the holocaust of last June which wiped out so large a part of the city. The Naumkeag mills, the largest taxpayers in Salem, who were in the burned district, are putting up large concrete factory buildings. Concrete—stucco and concrete—brick houses are under construction in the residential part of the burned district. In this connection the trade is using to exceptional advantage the strong report on the Edison plant fire rendered at the American Concrete Institute last week, in the preparation of which analysis Cass Gilbert, Chicago, and W. H. Ham, consulting engineer, Boston, were joined by a number of other experts.

The Pennsylvania Railroad and the city of Canton, Ohio, are preparing for the construction of a concrete viaduct at Dueber street, for the purpose of eliminating a grade crossing at that point, the estimated cost of which is \$75,000. Plans are being prepared by the company's engineers, and will be submitted to the city for its inspection as soon as completed. According to the arrangement now contemplated, the city will bear one-third of the expense and the company the remainder. The job will be one of the largest pieces of concrete work of the year in Canton.

Sharp Brothers, of Youngstown, Ohio, have started a plant to manufacture cement blocks.



PASADENA, CAL., CONCRETE BRIDGE ARTISTICALLY AND NEATLY CONSTRUCTED.

### The News in Brief.

Harris & Co., Dresden, Tenn., will establish a concrete works.

John H. Grevison and associates, Rushsylvania, Ohio, have purchased a site in Mansfield, Ohio, and will move plant there to manufacture concrete blocks.

H. A. McNary, Wadesboro, N. C., proposes establishing a plant for manufacturing concrete blocks, etc.

The Graham Reconstructed Stone Co. has been organized at Graham, Va., for the purpose of manufacturing building blocks. They will erect a factory building. T. K. Leedy is general manager.

The Central Concrete Construction Co., Louisville, Ky., has completed three foundations during the past ten days, and also a garage. Members of the company report business extremely good and say they expect a most successful season. During the past few weeks blue prints for various small structures have been handled, and with good weather things are expected to boom.

Dr. F. J. Soden, of Kansas City, Mo., has contracted with the Haglage & Hawken Furniture Co. there to erect a three-story reinforced concrete, fireproof building on the southeast corner of Twelfth and Locust streets. The building will have a white terra cotta front and walls adapted to carry a total of eight stories. The Haglage & Hawken Furniture Co. will pay \$105,000 for 20 years for the use of the building and if in that time they need more room and several more stories are added the rent will be raised. Dr. Soden is the first to start the long-talked-of work of rejuvenating the decayed aristocracy of East Twelfth street. When completed the building will be a great comparison to the ramshackled structures that now line that street.

The Aberthaw Construction Co. is unloading machinery, boilers, mixers and other necessary apparatus at Bangor, Me., to start work on the big dam at Ripogenuous, Me., for the Great Northern Paper Co. One 17-ton concrete mixer was hauled to the site on an eight-horse sled. It is understood the work is to be of gigantic proportions.

### BOOK ON FARM DRAINAGE.

A publication, entitled "Farm Drainage" and explaining why cement tile should be used for under drainage, is being distributed by the Marquette Cement Manufacturing Co. of Chicago. Their method of distribution is to supply the booklets to Marquette dealers for their various localities. The data contained in the book was compiled by the cement tile manufacturers and is said to be the most accurate information on the subject.

In addition to the booklet this company is also sending to its dealers a six-color poster for display in some conspicuous place in their office or warehouse. With a background of blue sky, the poster illustrates concrete silos and barn, with portions of a concrete house, roadway and water-trough.

### SOUTHERN PACIFIC GRAIN ELEVATOR.

Plans have been accepted and contract awarded to James Stewart & Co., Houston and St. Louis, for the structures of the Southern Pacific Terminal Co.'s grain elevator to replace its plant recently burned at Galveston. This contract provides for concrete fireproof construction costing about \$500,000 and a total capacity of 1,003,000 bushels of grain. It may be concisely stated as follows: Forty-eight tanks, partially independent of each other, capacity 674,000 bushels; each tank 98 feet high by 15½ feet in diameter; 35 interstice tanks (between larger tanks), with capacity of 117,500 bushels; 22 bins (forming part of workhouse), with capacity of 212,100 bushels; 98x48-foot workhouse; 96x74-foot track shed, with four tracks. The foundations are being built by

the Southern Pacific Terminal Co. under the direction of H. F. Jones, construction engineer, requiring 4,500 pilings, each 40 feet long; on the latter will be laid a concrete slab composed of 15,000 yards of crushed rock, 14,000 wheelbarrows of cement and 6,000 yards of sand. This elevator will handle 336 cars of grain in 24 hours. Its equipment will be ordered to include electric power, silent chain drives, telephone system, passenger elevators, automatic dust collectors, automatic sprinklers, sackers, machine shovels, drays, electric signals, etc. The plant is expected to be ready for service by June 15.

### Concrete Pipe for Catch Basins

About 40 miles of concrete sewers have been laid in Kansas City during the past three years. Present work is almost nil along this line, but a proposed bond issue would provide funds for the office



CONCRETE PIPE FOR CATCH BASIN CONNECTIONS.

expenses of preparing sewer plans and making surveys, etc., and open the way for the letting of contracts for needed work that would run high into the hundreds of thousands of dollars. Sewer contracts in Kansas City are let under open specifications, cement or clay, and concrete has won quite often in the competition.

The Kansas City Concrete Pipe Company, which has furnished the pipe, specializes on the concrete pipe and sewer stuff. The sizes between 24 inches and 72 inches are poured and reinforced. The smaller sizes are made on a McCracken machine. The Kansas City Stock Yards Co., the Morris Packing Co., the Kansas City Terminal Railway Co. and the Santa Fe railroad use the pipe largely for culvert work. Much of it is sold into the country for this purpose. In Kansas City, however, the sewers get a lot of it. At present the city is doing considerable work in changing catch basin outlets. In the accompanying picture the pipe shown is to be used in connecting a new catch basin with the sewer.

### CONCRETE COMPUTING SLIDE RULE.

A computing slide rule for quickly calculating reinforced concrete beams, girders and slabs, which is entirely new to the concrete field, is the result of several months spent by Benjamin E. Winslow, engineer and architect, in making the thousands of calculations, the results of which, incorporated on this new direct reading rule, are constantly available.

With the use of this rule one can in a few minutes' time without the aid of pencil or paper make the calculation for reinforced concrete beams and girders. The rule is designed to give the concrete worker at a glance figures which would take him hours of hard study to secure. The Wilson rule should be hailed with keen delight by the concrete workers who have intricate problems relative to loads, spans, percentages of steel and size and spacing of reinforcements.

### Recent Incorporations.

Active Concrete Stone Co., Inc., Buffalo, N. Y.; \$2,500 capital; manufacture concrete blocks and materials; Julius Hoffman, Sr., Paul R. Beals, A. P. Hoffman and Julius Hoffman, Jr., Buffalo, N. Y.

The Schuylerville Concrete Co., Manhattan, N. Y.; \$5,000; John J. Reddy, Justin C. O'Brien, New York City; Alvah M. Jacobus, Newark, N. J.

United Cement Block & Construction Co., T. J. Paden, City Hall Square building, Chicago, Ill.; capital \$6,000; to manufacture cement products.

Hercules Concrete Machinery Co., Indianapolis, Ind.; \$25,000; to manufacture and sell concrete products; George P. Ruth, Emil Ehrigott, Emerson Davis.

Federal Concrete Co., Buffalo, N. Y.; contractors, concrete, construction; \$5,000; F. E. Bogot, R. H. Else, W. E. Jones, 111 Claremont avenue, Buffalo.

Poughkeepsie Concrete Stone Co., Inc., Poughkeepsie, N. Y.; capital \$10,000; manufacture artificial stone, etc.; incorporators, B. D. Holmes, Carrie M. Lloyd and Harry Vosburgh, Poughkeepsie, N. Y.

Concrete Building Co., Houston, Tex.; capital \$1,000; incorporators, David Sewell, L. L. Reber, B. L. Palmer.

Ideal Cement Construction Co., Peoria, Ill.; capital \$2,000; contracting and building in cement construction; incorporators, Christian Hoerr, Bernhard N. Greenslitt, George Hoerr.

Concrete Products Co., Duluth, Minn.; \$50,000 capital; concrete tiles, blocks and other paving and building materials; incorporators, R. D. Montgomery, Tilton E. Lewis and Norman W. Rose.

Niagara Cast Stone Corp., Buffalo, N. Y.; capital \$7,500; F. W. Kester and others; cement blocks and building materials.

Pennsboro Concrete Works, Pennsboro, W. Va.; capital \$25,000; chief works in Ritchie county.

Albany Concrete Stone Co., Bethlehem, Albany county, N. Y.; \$10,000 capital; quarrying stone, concrete, building materials, etc.; incorporators, Wyatt T. Mayer, William B. Hinman and Maude W. Hinman, Albany, N. Y.

The United Cement Brick & Construction Co. has been incorporated with a capital of \$6,000 to do business at Summit, Ill. The incorporators are E. H. Lowell, James J. Pene and Ray C. Merrick. The company plans to manufacture cement tile and blocks and to construct buildings and sewers.

The Invented Building Products Construction Co. has been incorporated at San Francisco with a capital stock of \$100,000 by Joseph Cruza, Samuel Kasser, L. Johnson, J. Cerda and F. Zichosch.

### LESSONS FROM EDISON FIRE.

Examinations of concrete taken from buildings of the Edison plant, recently destroyed by fire, now being made by the United States Bureau of Standards, develop the fact that the Edison fire was perhaps the hottest ever recorded. The bureau of standards, following the fire, has continued its investigation of slag concrete and the fusibility of concrete in general, and it is believed that many important lessons in the use of concrete will be learned from the action of heat on the concrete in the plant. That the concrete stood the intense heat as well as any other material, and that it is satisfactory for his purpose, is indicated by Mr. Edison's plans to reconstruct the parts of the buildings which were destroyed of reinforced concrete as they stood originally.

The Waupaca Sand & Gravel Co., of Waupaca, Wis., has purchased a site from A. G. Nelson and has begun the erection of a new plant, where the manufacture of cement blocks and bricks will be carried on. The company will continue to operate its sand and gravel pits north of Waupaca.



# CEMENT

## Large Atlas Plant for Ohio

Tippecanoe City, O., April 5.—The Atlas Portland Cement Co., of 30 Broad street, New York, is making arrangements for the construction of a plant near here which, it is understood, will involve an investment of something like a million dollars, employ 800 men and have a daily capacity of about 5,000 barrels of cement. The land which is to be acquired by the company for the use of the plant, and to furnish material for its operations, will cost about \$150,000. Leases have been taken on 1,500 acres as well. The land is said to be underlaid with a stratum of cement rock 15 feet in thickness, ample to furnish material for the plant for an indefinite period. A three-mile switch will be constructed to connect the plant with the Big Four railway line, and another will probably be built connecting the plant with the Dayton & Troy line.

New York, April 5.—John R. Morron, president of the Atlas Portland Cement Co., when shown the above dispatch stated that it was true that the Atlas company had been making a thorough examination of tracts of land in various sections of the state of Ohio, and that it had decided upon the site in Miami county mentioned and had consequently made the purchase.

Mr. Morron added that he did not care to make any forecast as to the size of the plant or its cost or date of completion, but said that the Atlas company felt that a plant in Ohio would be advantageous and hence decided to erect one.

## Production High—Stocks Low.

New York, April 6. (Special).—In spite of the fact that the production of Portland cement in the Lehigh valley and Hudson river districts for March was 25 per cent greater than a year ago, cement stock was 20 per cent less than during 1914. Cement shipments during the same month showed an increase of 50 per cent over March, 1914. In addition to this comparison of figures of March this year with March, 1914, a gratifying report shows that last month's business was 10 per cent greater than February. Outside of the tested cement all ready for special orders in the Lehigh valley, not more than 30 days' supply is on hand. The situation regarding supply and demand enables those in a position to know to predict a very strong upward price movement. It is believed that the Edison shortage will soon be felt and this will aid materially in making the situation extremely keen.

## GROWING USE OF CEMENT IN MONTANA.

Figures furnished by T. O. Peacock, Northern Montana sales agent for the Three Forks Portland Cement Co., of Trident, which operates the only cement mill in the state, show that the total output of that concern for the year was about 540,000 barrels, of which 501,000 barrels were consumed in the state of Montana and about 40,000 were shipped into North Dakota, Wyoming, Idaho and Washington.

While this amount of cement was actually manufactured in the company's mill at Trident, it would have been much greater had it not been for the fact that the plant was shut down for quite a period to

enable the enlargement of the mill, so that additional orders for about 150,000 barrels within the state had to be filled by that concern by purchase from other mills located in Utah, Colorado, Washington and Iowa. This 150,000, added to the 501,000 barrels of Montana product, makes a total of about 650,000 barrels sold by the Montana company in the state, and acts not only as a recommendation for the excellence of its output but also as an evidence of the extent to which Montana concerns and individuals are patronizing the industry.

Not a great amount of outside makes of cement were disposed of in the state during the year, excepting that sold under orders booked by the Three Forks concern, and it is believed that 700,000 barrels will cover the year's consumption of all makes.

## Cement News in Brief.

Southwestern States Portland Cement Co., Dallas, Tex., filed an amendment changing its name to the Trinity Portland Cement Co.

The quarry of the Portland and International Cement Co., Bayview, Idaho, resumed operations March 25, according to Manager C. A. Irvin. The quarry employs between 60 and 100 men.

Fire damaged the plant of the Canada Cement Co., Hull, Quebec, recently. The loss is estimated at about \$10,000.

Prominent cement manufacturers throughout the entire state of Pennsylvania were recently the guests of the Treadwell Engineering Co. at its plant at Easton, Pa. One of the principal features shown the visitors was a finished pulverizing mill, manufactured under the Marey patents, which is for the reclamation of copper from refuse ore and is a machine which will be operated by what is known as the wet process. The machine shown the visitors is one of an order of 20 which has been placed with the firm by a Western concern.

The Quality Cement Co., of Fernwood, Delaware county, Pa., was recently adjudged an involuntary bankrupt by Referee George E. Darlington.

## STOREHOUSE NEARLY COMPLETED.

The new storehouse of the Glens Falls Portland Cement Co., Glens Falls, N. Y., is fast nearing completion and in a few days will be ready for use. It is the largest concrete construction work now in progress in that city and its walls alone require the use of 7,000 barrels of cement, in addition to the other materials used in the concrete. It is 102 feet in length, 68 feet wide and 53 feet high, and will have a capacity of 80,000 barrels of cement. It has been built entirely by regular employees of the company under the direction of Charles H. Firth, superintendent of the mill.

The Japanese cement industry is in rather bad shape. Prices are very low, with a slow demand. In the first week of last month the only big sale reported was merely 300 barrels. At Osaka there are four cement factories, which have a daily production of 1,400 to 1,500 barrels. Owing to the dulness in business large stocks of cement are accumulating. The last prices reported of the Osaka and Tormaat companies are \$1.50, while those of the Sakoera and Kitsoegawa companies is \$1.38.

## Records Smashed by Standard

"For the first 90 days of this year our shipments were 25 per cent greater than for any corresponding period since we have been in the business." This is the remarkable statement made by J. I. McCants, sales manager of the Standard Portland Cement Co., whose works are located at Leeds, Ala., with sales offices in the Brown Marx building, Birmingham, Ala.

"This is indeed a remarkable showing, considering the present depression throughout the South. One remarkable thing is that this company has practically no large contracts at this time," says Mr. McCants, "which are drawing heavily and most of our shipments are on miscellaneous orders. This proves conclusively that concrete is more generally used as time goes on."

Mr. McCants makes the remarkable statement that since starting in business eight years ago the capacity of his company has been increased 1,000 per cent. The product from the Leeds plant has been used in a large number of notable structures throughout the South. Mr. McCants attributes the remarkable growth of his company to the high quality of materials, quick service and judicious advertising.

The plant of the Standard Portland Cement Co. is located in Jefferson county, 17 miles from Birmingham, on the Southern and Central of Georgia railway. This is considered one of the largest and most important industries in the Birmingham district.

In the course of a conversation the subject of concrete roads was discussed. Mr. McCants stated that during 1914 something like 1,500 miles of country roads were built of concrete. He said: "In the near future the people of this country are going to awake to the great possibilities of concrete for permanence. The Lincoln highway from the Atlantic to the Pacific will be largely of concrete construction."

## COPLAY ENTERTAINS INSPECTORS.

The Coplay Cement Mfg. Co., at Coplay, Pa., recently had as its guests the association of inspectors of the bureau of survey of the department of public works of Philadelphia, the 75 members of which made a thorough inspection of the large plant. President H. T. Shelly, Vice President E. H. Breerwood and Assistant Manager Harry S. Hartzell met the party of visitors at the station. Following an elaborate luncheon at the plant the party was escorted through the big operations for the express purpose of showing them the three different kinds of kilns by means of which the Coplay company manufactures Portland cement. The Coplay concern is said to be the pioneer Portland cement manufacturing concern in the United States and is the only one using this three-kiln evolution process. Following the inspection of the plant the party were taken to Allentown, where dinner was served at the Hotel Allen in time to allow the visitors to catch the 7:30 Lehigh Valley train for the city of Brotherly Love.

Norwegian imports of cement totaled 40,000 tons during the first 11 months last year, an increase of 12,000 tons over 1913.

## Salesmen's Meeting the Best on Record

Since the report of the meeting of the Eastern salesmen of the Lehigh Portland Cement Co., at Allentown, Pa., numerous questions have been asked relative to the comparison of this meeting with meetings of similar nature and there seems to be but one answer and that is, the recent meeting was in a class by itself. The program, including the talks and discussions, as well as the entertainment features, were the result of co-operation of high-caliber men working as one unit for the welfare of the organization of which they are a part.

The ability of B. L. Swett as a sales manager and entertainer has again been demonstrated. From the time the men reached Allentown they were taken in tow by the ever alert "Bertram L." and those who succeeded to escaping a "hauling over the coals" were given the royal entertainment always accorded boys of the house of Lehigh. As able assistants Mr. Swett had the services of the advertising department, including its manager, Walter A. Fuchs, who comes as close to being a salesman as it is possible for a man who is told not to carry an order book can become.

Recently Mr. Fuchs adopted the hobby of advertising from the retailers' standpoint, and the testimony of Lehigh salesmen to the effect that dealers are very much interested in a co-operative advertising campaign demonstrated the practicability of his plan. But it is typical of the Lehigh salesman to furnish his own entertainment and this materially assisted in making the meeting a banner one, as every Lehigh salesman was entertaining as well as being entertained.

In addition to the practical side of the meeting plenty of fun was provided for the boys, not least among which was the daily issue of the "Lehigh Kiln," the motto of which was "We roast but never knock." The publication was gotten out by Messrs. Bowen and Gillespie, of the home office and proved the ability of these two men as news reporters. In addition to having all the news of the convention written up, in humorous style, the publication was featured by cartoons which aimed to portray the habits as well as experiences of salesmen. One of these which seemed to take favorably with the boys

salesmanager receiving the explanations. Other illustrations show the salesmen arriving, a smoker and a typical hotel scene where salesmen congregate to make out their daily reports.

In addition to the amount of enthusiasm which each man received at this convention the meeting demonstrated the fact that officers of the company were fortunate enough to select such men as Swett, Fuchs, Traynor, Schilling, et al., who are to be congratulated on their ability, for when men can seize the situation



EASTERN TERRITORY SALESMEN AT ANNUAL LEHIGH BANQUET.

and without any apparent preparedness present to the men or salesmen such an entertaining feature as was present at the Lehigh meeting the limit of efficiency is almost reached.

### The Banquet.

As a last feature of the meeting a banquet was held at the Elks Club, where the lodge rooms on the third floor had been turned over for the use of the

was given a delightful playlet entitled "The Manufacture of a Lehigh Dealer." This was given with the idea of showing the salesman how Mr. Fuchs would go about selling Lehigh cement if he was on the road. The cast of characters was as follows: Ezra Yew, of the firm of T'elwith Yew & Co., dealers at Freeville, N. Y.—F. N. Schilling; Mary Bottom, stenographer—Howard Rhode; Billy Swift, salesman Hercules Portland Cement Co.—F. M. Traynor; Sambo Jackson, driver—Robert Brown; John Dobbins, the mail man—J. B. MacKenzie; Fred Polite, Lehigh Portland Cement Co., salesman—W. A. Fuchs. The termination of the play was that Yew was won

over to Lehigh by the advertising policy of that company and the wonderful co-operation sales campaign which it conducts for its dealers. A big new Lehigh calendar was received by Mr. Yew and put up in his office over the Hercules calendar.

Four tables were supplied for the banqueters, each one bearing the new Lehigh trade mark.

The real work of the meeting began the morning of February 26, when Mr. Swett called the salesmen together and for two days had them listen to the following program:

"The Sales Problems in Conjunction with Distributing Lehigh as the National Cement," B. L. Swett, Eastern salesmanager.

"Sacks—The Policy of the Company and the Part the Salesman Must Perform," George G. Sykes, secretary.

"Credits—That Necessary Adjunct in the Successful Conduct of Any Business," A. F. Walker, treasurer.

"The Manufacture of Portland Cement," illustrated with movies, Howard Rhode.

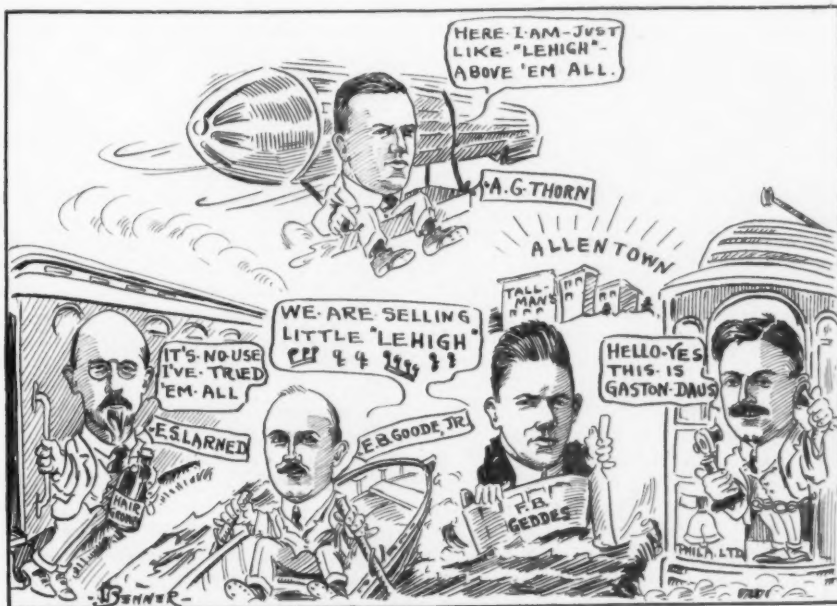
"Our Advertising Co-operative Campaign—The Salesman's Aid," W. A. Fuchs, advertising manager.

(a) "Concrete Roads—The Highways of the Future," (b) "The Edison Fire—a Lesson in Concrete Fire Resistance," F. M. Schilling, road department.

"Traffic Matters—How Service Arguments Can Be Made Real Factors in Our Sales Work," F. E. Paulson, traffic manager.

"Quality Control—Our Continued Success Depends on Keeping Lehigh Quality Paramount," Ernest Ashton, chemical engineer.

Kansas City, Mo., April 3.—The opening of spring work in Kansas City and throughout the West has caused a sudden increase in orders for cement. The Dewey Portland Cement Co. reports that orders are three times as heavy as two months ago, and while the company has considerable stock on hand, the factory may have to be reopened early in the summer.



OFFICIAL CARTOONIST RECEIVES THE Highbrows.

was based on the well-known series of cartoons by "Tad" and labeled "Indoor Sports—Explaining to the Boss." In the general office are shown salesmen awaiting their turn for interviewing by the "boss" and behind a partition is shown the Eastern

"boys." The entire room had been transformed to represent the exterior of the Fogelsville plant of the company. Around the room were hung canvases showing the mill proper and large storehouse. At one end of the room was constructed a stage on which



# With the QUARRIES

## Shortest Route for Repairing Breaks.

Among the epoch-making features of modern quarry improvements there is none more wonderful or more far reaching in its results than the introduction of the oxy-acetylene process of welding cracked, broken or defective castings in iron, steel, etc., and cutting steel and wrought iron. It has long since passed from the experimental stage and its practical value has been proven in the regular repairs that come up in every plant where heavy as well as light duty machinery is used. For instance, with the Oxweld blow-pipe, it is a very simple matter to build up a new tooth in a gear wheel, with practically no limit as to the size, from the smallest to the largest, in a very short space of time and in this way increase efficiency by keeping the machinery running and at the same time reducing waste. A cast steel pinion for a blooming mill weighing more than 14,000 pounds and valued at \$1,600 was recently successfully repaired in this way. Indeed it is a matter of daily occurrence for the Oxweld Acetylene Co., of Chicago, Newark, N. J., and Los Angeles, Cal., to receive reports of such work being successfully done with its welding outfits right at the place where the break occurs, with only a minimum amount of delay for the actual work of building up the new gear tooth by use of the small Oxwelding blow-pipe, with the necessary equipment, either portable or stationary.

One case is reported of a large hoisting engine which was thrown out of commission by having the frame casting broken and six teeth, measuring four inches long by three-fourths inch thick by one inch high and forming part of the drive of one of the drums torn out. These defects were welded or built up with new metal as each case required, by the Oxweld process, by one man in 12 hours, thus putting an indispensable machine into immediate commission and saving both money and time.

Another interesting case recently reported was that of a 200-pound cast iron pump cylinder which was badly broken at the feed box. The value of such a casting was only \$50, but it was absolutely indispensable to the operation of a pump,



ILLUSTRATION SHOWING HOW NEW TEETH MAY BE BUILT ON DAMAGED GEAR-WHEEL.

which in itself was the protection of the entire works. The size of the casting was 24 inches by 18 inches by 14 inches and the thickness of the iron ranged from one and one-fourth to three-fourths inch. The Oxweld process was brought into action and the defective casting was quickly welded with new material and put into as good or better condition than when it first came from the foundry.

In the accompanying illustrations is shown the main casting from the spider of a gyratory crusher

No. 42, after being in service eight years. It was the main breaker of one of the greatest plants in the world. The casting, which weighs 30 tons, was removed and transported to the plant of the Oxweld Acetylene Co. in Chicago, where it was found to be shattered at the ring supporting the crusher head, as shown by the dotted lines around the central collar of the spider, as shown in Fig. 1. To replace this casting with a new one from the original pattern would cost upwards of \$2,300.

Fig. 2 shows the same casting after it has been repaired by Oxwelding. This operation, which is illustrated in Fig. 3, required the work of two men for 60 hours continuously with one heat. More than 900 pounds of new metal was welded into and became a part of the repaired casting in filling the break and crack. The work was completed in this manner without the inevitable delay which would have been occasioned in making a new casting of such a size from its original pattern. This is one of the largest, if not the very largest Oxy-acetylene welding jobs that has ever been successfully handled.

The time has arrived when no plant containing heavy or light duty machinery can be considered complete without a blow-pipe equipment for the application of the Oxweld process promptly when breakdowns occur.

In many cases it has been found unnecessary to remove the broken part from its fixed bearing in the machinery outfit, the welding being accomplished with the part in place. To accomplish the repair of a more serious nature, frequently requires that the broken part be handled in a more elaborate way. It is safe to say that a very large number of broken gears, castings and other working parts can be efficiently repaired, with only an hour's delay, when to take the mechanism apart and transport the broken pieces would shut down the operation for weeks, and possibly months.

With the welding outfit, which every well-equipped plant should have, much the largest proportion of the ordinary breaks can be repaired

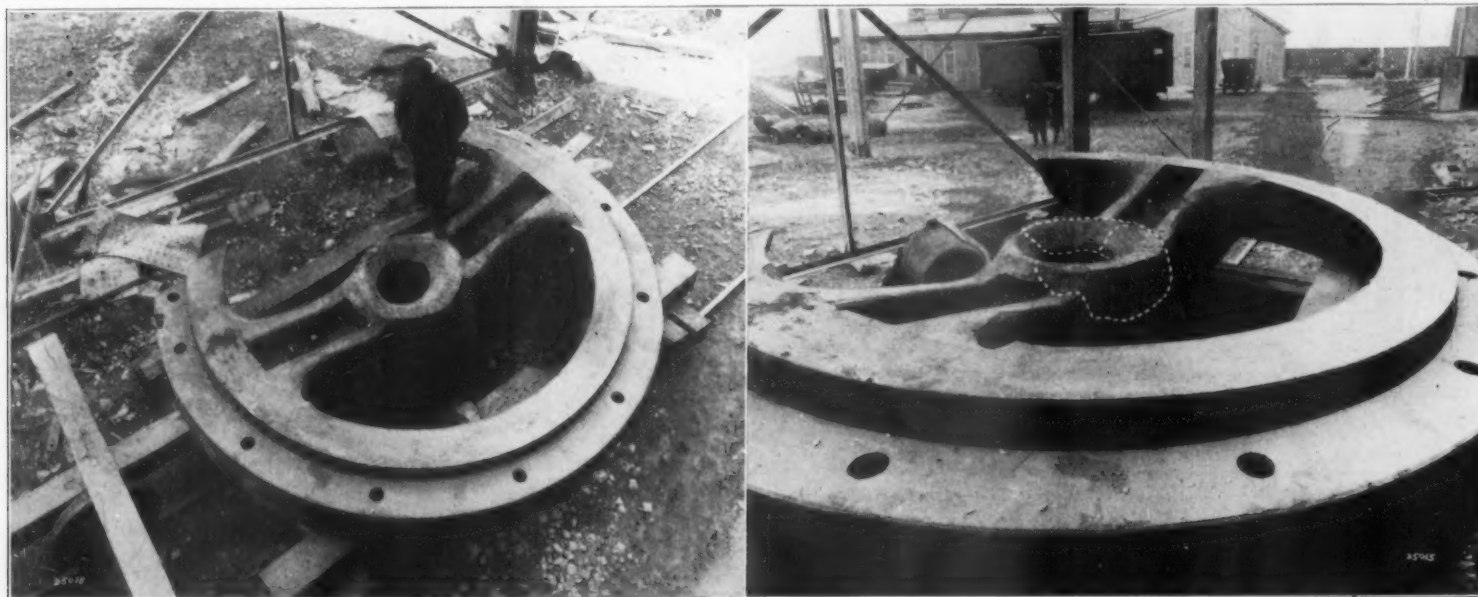


FIG. 1.—SPIDER OF GYRATORY CRUSHER NO. 42, SHOWING SHATTERED CONDITION OF CENTRAL COLLAR. FIG. 2.—SAME SPIDER AFTER COMPLETION OF REPAIRS BY THE OXWELDING PROCESS.



FIG. 3.—REPAIRING SPIDER COLLAR BY OXWELDING PROCESS.

by an employee of the works. When more extensive or important breaks occur, which must be handled with a more elaborate outfit, the broken part should be shipped to the Newark, N. J., or Chicago works of the Oxweld Acetylene Co., as the

case may be. Where conditions demand, however, skilled operators, with the necessary equipment, can be sent to handle the necessary repairs promptly and efficiently, at the users' works or plant.

## Largest Crushing Plant Has Many Features

Under the direction of W. L. Hodgkins, vice-president of the Brownell Improvement Co., the J. C. Buckbee Co., engineers of Chicago, started the preparation of plans in June, 1913, for a 7,000-yard crushing plant at Thornton, Ill. Plans were completed and construction work started about Dec. 15, 1913, following which perhaps the most rapid piece of construction work of this kind that has ever been executed was put through by W. J. Black, general manager of the Brownell Improvement Co., and John Black, superintendent of the same company, in conjunction with the above mentioned engineers, with the result that this enormous plant was erected and placed in operation in the remarkably short time of four and a half months or, in other words, by May 1, 1914.

The above mentioned plant is the largest in the Chicago district, if not the largest plant in the United States, and in the design are embodied so many unique features contributing to economy of operation that nothing short of a visit to the plant can give one a true appreciation of the tremendous advances made in the art of producing crushed stone in this installation.

The Brownell Improvement Co. has a very large quarry and is working on the present level about a 45-foot face, electrically operated well drills being used, and 95-ton Bucyrus steam shovels for loading. The stone is hauled to the plant in 6-to-10-yard end dump cars by Saddle-tank steam locomotives. All of the quarry tracks lead to the foot of a four-track incline extending from the quarry level to the primary crusher. All quarry tracks are 4 feet 8½ inch gauge so that locomotives and quarry car equipment can proceed up a siding to the yard track system, down into the quarry and thence on to the company's repair shops.

The primary crusher of this plant is a Gates gyratory having a 48-inch opening and is the largest and heaviest crusher of this type built to date. The machine sets between two large structural steel hoppers into which the quarry cars, on reaching the head of the incline, automatically dump, the stone flowing into the crusher by gravity. By reason of

by a 72-inch pan conveyor of extremely heavy construction. This conveyor runs at an incline of 45 degrees and is 132 feet centers. It is carried in a structural steel framework and driven by a 200-horsepower motor geared to the head. In the reduction gearing is provided a friction clutch so that in case of accident to employ or conveyor the machine can be instantly stopped.

The discharge from a 72-inch pan conveyor flows by gravity to four 60-inch-by-18-feet revolving open end screens, provided with two and one-half-inch perforations, the oversize from these screens falling to a 600-ton capacity steel bin below, and the under-size to a 250-ton capacity pocket in the same bin. In front of this bin set four No. 7½ gyratory crushers, operated in pairs by 100-horsepower motors, which crushers are set to give a three and one-half-inch product, which is elevated by two No. 9 continuous bucket crusher elevators to the main screen house of the plant, where it is distributed by gravity and short conveyors to two 60-inch-by-24-feet and four 40-inch-by-24-feet revolving screens for sizing into the various grades demanded by the market. The oversize or tailings from all of the screens is conveyed on belt conveyors to the re-crushing plant on the north side of the storage bins, which is equipped with six No. 6 gyratory crushers for re-crushing these tailings, and the product of these crushers is elevated by two No. 8 elevators to two 60-inch-by-20-feet revolving screens setting over a westerly extension of the main storage bins.

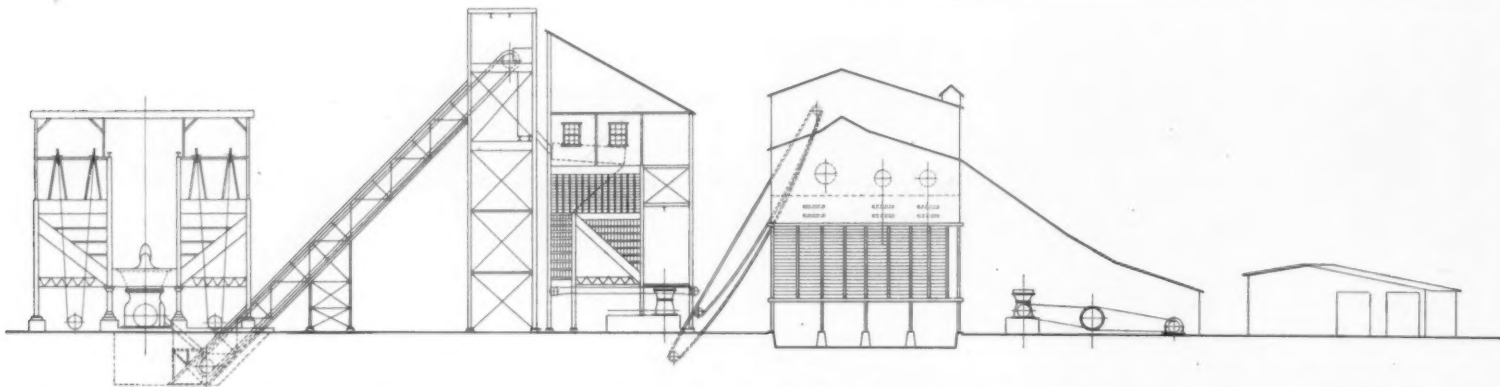
The smallest perforations used in revolving screens are three-quarter-inch round holes and the finer stone is separated by swinging shaker screens developed by the Brownell Improvement Co., which are placed on the floor directly below the revolving screens.

As stated above, all stone finer than two and one-half-inch coming from the primary crusher is taken out and falls to a 250-ton bin. From this bin it is elevated by a No. 7½ continuous bucket elevator and conveyed by belt conveyors to a washing plant set just to the north and east of the main storage bins. This washing plant was installed by the engineering firm of J. C. Buckbee Co. several years ago and most successfully solves the problem of washing out the soil which is deposited in the cracks and fissures of the top 5-to-10-foot layer of stone in the quarry. Working only from the lower levels of the quarry this washing of fine stone will not be



PARTIAL VIEW OF QUARRY AND TRACK EQUIPMENT AT THORNTON.





DETAILED VIEW OF CRUSHING PLANT SHOWING LOCATION OF THE VARIOUS CRUSHERS AND METHODS OF CONVEYING THE STONE. THE 48-INCH CRUSHER IS SHOWN TO THE LEFT.

necessary, but its use when working from the first 40-foot level of the quarry means the production of absolutely clean stone from the entire plant.

The storage bins of the plant have a total capacity of about 6,000 yards and under these bins are four loading tracks which through a simple system of switching permit the company to divert the stone either to the C. & E. I. or B. & O. railroads for shipment, the scales and weigh house being provided at a central point on the trackage system, so that the weighing is promptly and quickly accomplished as the cars leave the plant.

The entire plant is electrically driven throughout by three-phase, 60-cycle, 440-volt induction motors, current for which is furnished by 2,000-horsepower Allis-Chalmers condensing turbo generator installed in a brick and steel building just east of the 72-inch pan conveyor, steam for which is furnished from a boiler plant installed some years since which sets just to the south of loading track No. 4, passing under the main storage bins, but the J. C. Buckbee Co. now have under way plans for a new boiler plant which is to be installed this spring and which will further add to the economies of this already remarkably economical plant.

The old quarry is just to the west of the crushing plant and forms the water supply for the entire works. A 2,000-gallon centrifugal pump directly connected to a 75-horsepower motor delivers water from this quarry to the turbine station for condensing purposes, while a 1,000-gallon centrifugal pump directly connected to a 75-horsepower motor delivers water to the washing plant mentioned above for washing stone.

Throughout the plant provision has been made for easy handling of the machinery both in erection and when repairs are necessary. Over the 48-inch primary crusher there is provided a 50-ton traveling crane running on a structural steel runway, so that any part of the machine may be readily lifted and taken to and from the railroad siding under the extension of this crane runway to the east of the

crusher. Over all of the smaller crushers of the plant crawl beams, equipped with trolleys and chain blocks, are provided for the ready lifting of the crusher parts.

All of the structures about the primary crusher, the 72-inch pan conveyor, the first four 60-inch-by-18-foot screens and the No. 7½ crushers are of structural steel and thoroughly fireproof.

A water softening plant and elevated water tank are installed just east of the turbine station. These prepare feed water for the boiler house, the locomotive boilers and the steam shovel boilers of the works.

A very large repair shop sets to the north of the crushing plant in which there are machine tools capable of taking care of practically any repairs to either crushing plant or equipment that are necessary.

### Chicago Stone Prospects Poor.

The crushed stone market in Chicago is making a poor showing when compared with last year, although when compared with present conditions in the building material industry the crushed stone interests have little if any reason to complain. At present the amount of business received is equivalent to approximately 75 per cent of the orders booked at this time last year.

In commenting on the present season, O. P. Chamberlain, of the Dolese & Shepard Co., says: "The season is a little backward and while the business of our firm in February was equivalent to the corresponding month of 1914 there has been a drop during March and the first few days of April with the result that March business totaled up 77 per cent of March, 1914. There is practically no road work being done as yet. This naturally effects the crushed stone business."

During the past week the name of the Producers Stone Co. has been changed. The new name is the Producers Stone & Gravel Co.

Rumors were current last week to the effect that a merger of the Western Stone and the Dolese & Shepard companies is imminent, but inquiry among officials of both concerns failed to verify the reports. Consolidation of these two important crushed stone interests is not new gossip. Similar reports have made their appearance at regular intervals during the last dozen years, but on all occasions negotiations with a view of getting together have failed.

### How to Handle Wire Rope.

A factor in good wire rope service of equal importance to the selection of the right quality and construction of rope is the correct handling of the rope, both before and during its use, according to an interestingly written and illustrated article in the February house organ of A. Leschen & Sons Rope Co., St. Louis, Mo.

One very common cause of wire rope trouble is kinking, with the invariable result of shortened service, if not a sudden breakage; however, this can readily be prevented by exercising due care in handling a rope.

Another important factor is correct lubrication. A wire rope needs lubricating the same as any piece of machinery, for there is constant friction between the outer wires and the sheaves, drums, etc., as well as friction between the inside wires and strands rubbing against one another. Moreover, the right kind of a lubricant will prevent internal and external corrosion.

It is very essential that care be used in the selection of a lubricant, for some so-called lubricating substances contain certain elements that cause a chemical action upon the steel and their use is an actual detriment. If a rope is not to be put immediately into service when received it should be stored away in a place protected from the weather and any acid fumes.

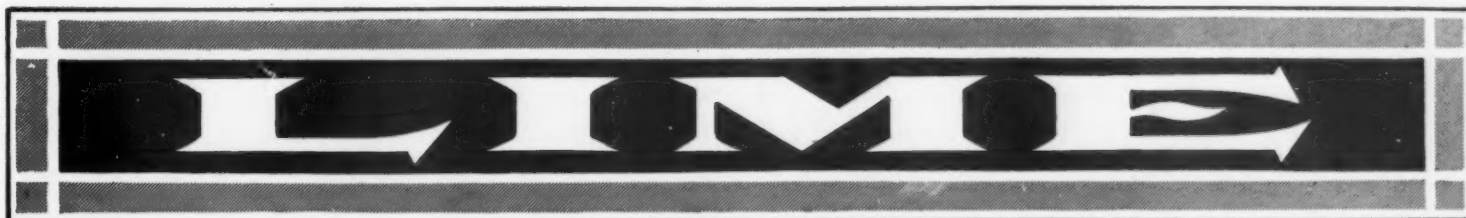
### EQUIPMENT FIRM CHANGES HEADQUARTERS.

The Chas. T. Topping Machinery Co., dealers in contractors', mine and quarry equipment, announce the removal of their offices to suite 928, Oliver Building, Pittsburgh, Pa. The firm will continue as direct representative in western Pennsylvania and northern West Virginia for Koehring concrete mixers, Clyde hoisting engines and derricks, Wylie concrete distributing systems, the cement-gun, McKiernan-Terry pile hammers and rock drills, Negley slack-cable excavators, Buchanan rock and ore crushers, crushing rolls and magnetic separators, Patton electric builders' hoists, Easton industrial cars and railway systems, Converse portable sand screens, Hotchkiss steel forms and other lines of machinery and equipment.

The Pacific Rock & Gravel Co., Monrovia, Cal., W. L. Hodges, contemplates erecting a new rock crusher near Monrovia.



BROWNELL IMPROVEMENT CO.'S CRUSHED STONE PLANT AS SEEN FROM THE QUARRY.



### Burning Lime With Coke.

"Who could ever have dreamt that we would heat again our kilns with coke?" asks the German trade paper, "Die Tonindustriezeitung." "We distinctly remember the time when cement manufacturers used coke only. How enormous was the progress made, when Dietzsch proved the possibility of burning cement with coal. However, the war has changed conditions and the government has issued a decree that, for the duration of the war, coal must be coked, in order to obtain ammonia, benzole and toluene, so that our industry has no more supplies of coal at its disposal.

"While there is an abundance of coke, manufacturers are short of coal and they are obliged, owing to these extraordinary circumstances, to return to the former method and again learn how to use coke. There are even technical men now to whom this looks as an impossibility. They claim, that the most serious drawback is that our industry wants a high flame, and to obtain same gas coal is given the preference.

"With an uninterrupted burning, such as is the case with upright kilns, the disengagement of gas in coal is almost an impossibility and conducted only with great trouble. An example of this inconvenience is in the burning of porous tiles. The burning of cement in 'Schneider' kilns is similar to the process of burning porous tiles. With this process an easily gas producing sort of coal cannot be used, as a disengagement of gas in the upper layer, filled up with coal, would be the result.

"In as far as lime is burned in blast furnaces the substitution of coal by coke does not cause great difficulty, as the limestone and the coke can be put in layers. However, less experience has been had with the use of coke in upright kilns.

"We think there will be no difficulty in burning lime with coke in upright kilns, when the same method as applied to blast furnaces is adopted. By this method it is necessary when filling the kilns to place coke layers between the limestone layers. Coal cannot be used in this way in an upright kiln, as its separation temperature is very low and besides a disengagement of gas in coal starts as soon as the kiln's temperature grows to 150 to 200 degrees. Coke kindles at 500 degrees, a temperature which is not reached by the escaping gases. The placing of limestone can take place in the same way as before, but between each foot and one-half of stone a thin layer of coke should be placed.

"The high temperature of the kiln and air affect the kindling of the coke in this way so that the separation temperature goes over from one division into the other. When it has been proved practical to burn small coke or pearlecoke in 'Schneider' kilns there will not exist any objections to introducing the same fuel in the upright kilns. At the same time, it will become possible for the lime industry to burn small pieces of lime without numerous obstacles.

"However, manufacturers must fix their attention on the percentage of water the coke contains. No purchases of coke should be made at which the maximum percentage of water and ashes have not been ascertained. Coke can contain 40 per cent of water and 10 per cent of ashes, so the real fuel quantity would amount to 50 per cent. We have to guarantee the chemical contents of our lime, so it is not but fair that we try to protect ourselves against a handicap on the purchase of coke."

The Monte Sano Lime Works is about to double the capacity of its plant at Huntsville, Ala.

The Western Hydrate Lime Co., of San Francisco, is preparing to install a manufacturing plant at its lime deposits in Inyo County, Cal., for the production of lime.

The Carbon Limestone Co. is reported to have let contract with Allis-Chalmers Co., to erect dry kilns at quarries at Hillside, near Birmingham, Ala. The company will also install grinding machines to manufacture pulverized limestone for agricultural use; estimated cost \$40,000.

The Carbon Limestone Co. has let contract to the Allis-Chalmers Co., of Milwaukee, for a big addition to its plant at Hillside, Pa. This will be used chiefly for manufacturing agricultural lime.

A charter has recently been granted to the Venango Valley Limestone Co., of Oil City, Pa., with a capital of \$5,000. The company will mine for limestone, sandstone, fire clay, coal and substances incidentally developed, manufacturing the same into lime, building stone, brick, tile, coke and other products. George H. McCandless, Mildred Dale and David O. Dale are at the head of the new company.

## A. & C. Stone & Lime Company

**75,000 Tons MONTHLY**

**Macadam      Crushed Stone**

**For road building and  
concrete work**

**QUARRIES AT**

**Ridgeville and Greencastle, Ind.**

**We are not contractors**

**General Office: 17 N. Penn Street  
INDIANAPOLIS, IND.**



# SAND and GRAVEL

## Sand and Gravel Scarce.

Washington, D. C., April 3.—According to reports, the supply of sand and gravel in river beds in the vicinity of this city is becoming exhausted, and the managers of the local sand-dredging firms are looking about for new beds from which to obtain supplies to meet the Washington demand. For the past two years much of the sand and gravel used here has been obtained from gravel and sand banks on the District side of the river opposite Alexandria and in the upper end of the Anacostia river. These beds are playing out, and it is stated that one of the local companies has bought sand beds in Occoquan creek, near Sandy point, and another has purchased a tract of sand-bearing land in Mattawoman creek, not far from the Indian Head powder factory.

The beds will be worked this spring and summer, and the sand and gravel brought here on lighters in tow of tugs. This will mean a tow of more than 20 miles to get sand and gravel to the market here. Until about eight years ago most of the sand used in this vicinity was dug from beds in the Virginia channel, both above and below the old Long bridge.

## EVANSVILLE MARKET EXCEPTIONALLY BRIGHT.

Evansville, Ind., April 6.—The sand and gravel market of Evansville and vicinity looks better than it has at this season for any previous year. Road building and material for commercial uses is responsible for this optimism on the part of Evansville producers.

The L. & N. Railway is tearing up its old tracks in the city in order to replace them with new ones before the city puts in new brick streets. This will prevent the sand companies from doing much business in the city and from loading cars during the month of April. For the time being producers are practically shut out of the local market.

## NEW SAND AND GRAVEL VENTURES

The Peelee Island Sand & Gravel Co., of Mentor, Ohio, has filed amended articles of incorporation increasing its capital stock from \$50,000 to \$75,000, indicating its intention of providing capital for an extension of its facilities this spring, in order to enable it to handle a larger business.

The Roseburg Sand & Gravel Co. has filed articles of incorporation at Portland, Ore., with a capital stock of \$25,000. The incorporators are: O. T. Larson, A. E. King and Warren E. Thomas.

The Moores-Bode Gravel Co. has been incorporated in San Francisco with a capital stock of \$5,000 by E. D. Connolly, H. W. Bode and E. M. Moores.

The Atlas Sand & Gravel Pit Co., of Los Angeles, Cal., has applied for permission to disincorporate.

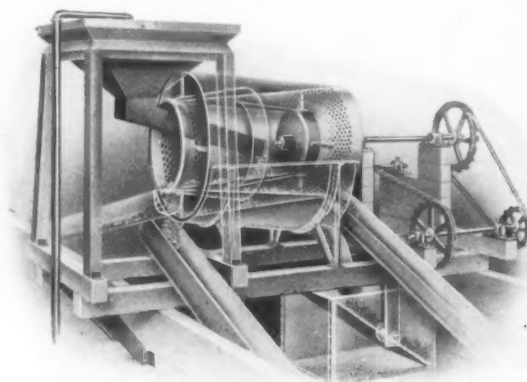
## BUILDING MODERN SAND YARD.

The Ohio River Sand Co. is well along with some big changes at its local yards, which when completed will give it one of the finest sand yards in the country. The entire grounds are being concreted so that no dirt or foreign matter can become mixed with sand or gravel stored in the yards. A gentle slope to the river has been arranged in order that stock will drain off and be clear of ice in cold weather. A special retaining wall is being

built around one end of the plant where coal will be kept for the hoisting engines which operate the steam shovel and incline machinery. The company is now delivering barge loads of sand and gravel on the big government work handled by Henry Bickel at the Louisville & Portland canal. The company is also shipping sand and gravel for the new half-million-dollar plant of the Ford Motor Co. which is being erected in South Louisville. This business is handled in car lots, f. o. b. plant, and will include about 10,000 yards of sand and gravel.

## Low Priced Washing Plant.

For the purpose of materially reducing first cost of plant construction in connection with sand and gravel operations, Charles Biesanz has secured patents on what he terms a "compact sand and gravel



NEW GRAVEL SCREEN INVENTED BY CHARLES BIESANZ.

washing and screening plant." This reduction is accomplished, according to its inventor, by the fact that these screens are combined so that no more space is required than for the old-fashioned single screen.

The amount of framing, the number of platforms and lengths of shafting are all reduced. It cuts off one-third in the elevation of the plant and the screen is on a level with the top of the bins. In operation the material to be washed and screened is introduced into the hopper together with water and falls upon the upper end of the inclined large size screen. The material passing this screen is conveyed by a cone-shaped skirt or auxiliary section to the rear of the second size screen and the process repeated. Sand and water are finally conveyed into an ordinary settling tank.

This type of screen was developed for private use and is just being placed on the market. It is manufactured and sold by the Biesanz Stone Co., Winona, Minn. This company designs and installs plants using this screen.

The Masontown Sand Co., of Masontown, Pa., has received an order for 600 tons of sand for early delivery. This is an evidence of the increasing prosperity which is coming to the Connellsville coke region, owing to the thousands of coke ovens which have been lighted lately.

Savanna Lumber & Coal Co., of Savanna, Ill., has been incorporated with a capital of \$10,000.

## The News in Brief.

Moores-Bode Gravel Co., care of H. W. Bode, 430 Fair Oaks, San Francisco, Cal., has been incorporated with \$5,000 capital; sand, gravel, etc.

Tarentum Sand & Gravel Co., Brackenridge, Tarentum, Pa., propose expanding and erecting sand and gravel yard.

Crystal Lake Gravel Co., Sheboygan, Wis., will erect timber trestle and loading apparatus with motor-driven belt conveyor.

The Roseburg Sand & Gravel Co., O. T. Larman, manager, Roseburg, Ore., will erect sand and gravel plant costing \$10,000.

McDaniell Bros., Gainesville, Tex., will develop gravel mines; daily capacity, 100 cars.

The Virginia Timber Co., Peoria, Ill., has a force of men engaged at opening up a gravel pit south of that city.

The L. H. & St. L. railroad has bought 20 acres of ground at Hawesville, Ky., and will open a big gravel pit there at once.

The Neuman Sand & Supply Co. has been organized at York, Pa., with the following incorporators: E. W. Neuman, James W. Neuman and E. P. Bream.

The Marietta Sand Co., of Marietta, Ohio, has secured the contract for 135 carloads of sand and gravel for a new concrete bridge at Clarksburg, W. Va. The same company has just finished supplying the Pittsburgh Plate Glass Company about the same amount.

The Parkersburg-Marietta Sand Co., at Parkersburg, W. Va., is resuming operations at its plant on the south side after having made extensive improvements.

The Kentucky Sand & Gravel Co., of Owensboro, Ky., has made arrangements with the Illinois Central Railroad Co. whereby a switch has been put into the company's plant on the river front. Rail shipments to Southern points have increased to such an extent that the switch was necessary in order to handle the shipments economically.

## TO OPERATE GRAVEL BED.

Battle Creek, Mich., April 3.—J. B. Sperry & Son have just signed papers with H. T. Lynch & Son, of Independence, Iowa, for the leasing of the Crystal Sand & Gravel Co.'s beds, located at Level Park, about four miles west of town on the M. U. T. H. C. Lynch arrived last week and H. T. Lynch is expected in a few days.

They will begin operations at once, installing several thousand dollars more of machinery, including an auto truck, which will enable them to care for the Battle Creek trade. They have an exceptional quality of sand and gravel for concrete purposes. They also have already made bids on some of the largest contract work being done in the city. The opening of these bids are a fulfillment of a long-felt want in providing to the contractors some of the best sand and gravel in the state of Michigan. This sand and gravel has been tested by several noted laboratories and pronounced No. 1.

The Lynchs are men of wide practical experience in the sand and gravel business and there is no doubt but they will make a success.

# GYPSUM PRODUCTS

## Worst Troubles of Plaster Trade.

The master plasterers of Chicago, the lathers and the plasterers' union have had a mixup over the rules and regulations of plastering work and the pay of the workman in this important branch of the building trade. The lathers' organization in all the big cities, as well as Chicago, have for a long time been on the wrong basis, one which is untenable and contrary to the progress of the age. Their opposition to metal lath and plaster board, with all the improvements that are introduced by these materials, as well as the economies which they introduce, are due to the building public and the lathers' rules and regulations can never come to a permanent settlement until they give value for value with the work that they do as lathers upon the improved materials.

Plasterers have really recognized for a long time that the contention of the lathers to make rules and establish prices to destroy the benefits of progressive inventions cannot be permanently maintained in the growth of greater intelligence on the part of the public in the matter of building practice. When the lathers penalize the improvements brought about by modern invention so as to prevent the public from getting the benefit of those inventions they are placing themselves directly in the path of civilization and surely when this becomes more recognized they simply will have to get out of the way voluntarily or be pushed out of the way and forgotten.

The holdup methods of the middle ages cannot stand in this day of easily diffused information. The sooner the leaders of this and similar organizations come to a realization of their position in the industrial world and become a fairly coöperative factor in the building game, their troubles will all come to an end and they will have all the recognition that they want and deserve.

Just this kind of agitation has the effect of curtailing the demand for plaster products, which is felt more or less throughout the trade. This is no time to kick up industrial warfare at home, while the whole of Europe is fighting mad over real or imaginary woes of their own. It now requires the best grey matter of the biggest brains in the business to keep the ship of Industry on an even keel.

## Deposits in British Columbia.

The Dominion Department of Mines, in a recent report, refers to deposits of gypsum in British Columbia at Spences Bridge, Spatsum, Merritt, Grand Prairie, and North Thompson. The report states that there is a large field open for a good plaster industry in this Providence and that the quality of the gypsum found is such that a plaster made from any of the deposits would find ready sale in the rapidly increasing market.

Gypsum was first mined in the province in 1911, when 500 sacks were shipped to a Portland cement company at Tod Inlet, Vancouver Island. Formerly all gypsum used here was imported from Alaska. The most important of these deposits is that at Grand Prairie, in the Kamloops district, where there is a large bed of pure-grade white gypsum. The Kamloops-Okanagan branch of the Canadian Northern Railway system is located adjacent to the deposit, and the plan is to erect calcining works at Vernon, on the completion of that branch, and

calcine and market the manufactured product from that point.

The Spatsum deposit, on the north side of the Thompson river, will be made available to transportation by the Canadian Northern Railway. It has a frontage on the river of about 3,300 feet and covers 450 acres. The mass is stated to be badly disintegrated and highly altered, but a band of pure gypsum five feet wide is exposed in the tunnel. The deposit at Merritt is a gypsite, accompanied by selenite or fibrous gypsum. It occurs in a finely divided state, which saves crushing, and forms a quick-setting, strong and reliable plaster, suitable for stucco, as a retarder for cement, and for fertilizer. A similar deposit to that at Merritt is reported from Tulameen.

## U. S. Gypsum Co. Has Best Year.

Net earnings of the United States Gypsum Co. for the fiscal year ended Dec. 31, 1914, were \$604,854, the largest in the history of the company. These profits are equal to nine per cent on the outstanding preferred and common stocks, or 13.69 per cent on the preferred issue alone. This compares with 10.47 per cent earned on the preferred shares in 1913.

The increase in net over the previous year amounted to \$141,349, or 30.4 per cent, and is attributed by President S. L. Avery to "operating economies and favorable selling prices, which combined to our advantage throughout 1914."

The income account and balance sheet follow:

INCOME ACCOUNT.		
	Dec. 31, 1914.	Dec. 31, 1913.
Net earnings.....	\$ 900,593	\$ 778,812
Repairs and depreciation.....	205,860	209,951
Balance .....	\$ 694,733	\$ 568,861
Bond int. and disc.....	89,879	105,256
Net income.....	\$ 604,854	\$ 463,605
Div. on pfd. stock.....	270,068	240,684
Surplus .....	\$ 334,786	\$ 222,921
Prev. surplus.....	1,341,697	1,118,776
Total surplus.....	\$ 1,676,483	\$ 1,341,697
BALANCE SHEET—ASSETS.		
	Dec. 31, 1914.	Dec. 31, 1913.
Plant .....	\$ 8,632,487	\$ 8,548,051
Securities owned.....	190,000	347,216
Inventory .....	620,460	556,857
Accts. and notes receivable.....	744,462	787,955
Five-year gold notes.....	120,000	143,250
Cash .....	126,013	109,686
Deferred charges.....	49,306	74,204
Total assets.....	\$10,362,728	\$10,567,219
LIABILITIES.		
	Dec. 31, 1914.	Dec. 31, 1913.
Preferred stock.....	\$ 4,417,800	\$ 4,417,800
Common stock.....	2,249,000	2,249,000
First mortgage bonds.....	132,500	242,000
Five-year notes.....	1,200,000	1,500,000
Current liabilities.....	228,304	260,214
Reserves .....	458,041	555,908
Surplus .....	1,676,483	1,341,697
Total liabilities.....	\$10,362,728	\$10,567,219

The preferred stock of the company is seven per cent cumulative. Last year six per cent was paid. The total estimated arrears on the preferred issue is four and one-half per cent. The surplus as of Dec. 31, 1914, was \$1,676,483. This is equal to 37½ per cent on preferred stock. No dividends have been paid on the common stock.

In his report to the shareholders President Avery says:

"Our record tonnage of the previous year was surpassed until the last quarter of 1914, when the general depression of the country's business not

only dissipated our gains but caused a slight loss as compared with 1913. During the year \$195,652 was expended for various plant extensions and improvements. A reduction of \$111,216 was made in property account through charging to reserve for depreciation, old mills displaced by new, and more efficient plants.

"The present report reflects little of the extraordinary conditions brought to the building industry of the country by the European war. Normal building activity cannot be expected during the first half of 1915, and it is but reasonable to expect in consequence a decreased tonnage and earning for the ensuing year."

## PLASTER SHOWS MARKED IMPROVEMENT.

According to C. W. Capes, manager of the Buffalo branch of J. B. King & Co., conditions in the white plaster trade have showed a marked improvement over the first of the year. Mr. Capes says "The western branch of J. B. King & Co., located at Buffalo and dealing as it does with all points in the West in plaster of Paris of the highest grades only, is an excellent barometer of conditions in the building trade covering a large area. I am pleased therefore to be able to advise a very large percentage of increase in shipments east of the Rockies during February, as compared with the previous month as well as with February, 1914. The improvement is quite as marked for the first half of March."

## GOOD ROADS CONVENTION IN TORONTO.

The Canadian and International Good Roads Association, which held its first meeting in Montreal on May 18-22, 1914, has just held (March 22-26) in Toronto its second annual convention and exhibition. Among the organizations taking part in the convention was the American Road Builders' Association, and among the speakers were nine highway engineers and road builders from the United States. The program for the sessions of five days, held in Convocation Hall of the University of Toronto, embraced the chief topics concerning the best methods of constructing modern highways.

When it is borne in mind that large expenditures for road building are not likely to be made in Canada during the war, this convention, with an enrollment of more than 800, must be regarded as quite successful. The exhibition was an interesting feature of this large gathering. In a hall and a lobby adjoining Convocation Hall were displayed models and photographs of road construction and improvement and of implements and machinery for such work. In a tent, 80 by 160 feet, erected in front of the hall could be seen road-building machinery and equipment of the latest types, some of the machinery being in actual operation.

Most of the American manufacturers of such machinery have found it necessary to establish branch works in Canada to meet the needs of road builders in this country.

William G. Edens, was reelected chairman and C. J. Harth, vice-chairman, of the Chicago Association of Commerce committee on good roads at a meeting of this committee held on March 22. During the meeting favorable action toward the construction of roads and affiliation with the good roads organizations of Chicago was voted.



# CLAY PRODUCTS

## Brick Trade of England.

In a few districts of England there has been a fair demand for clay brick and tile, but generally speaking conditions are most unsatisfactory. There is still a fair amount of factory extensions being carried out in different parts of the country and this work is providing one of the chief markets for brick at the present time. Quite a large number of new building schemes have been under the consideration of various public bodies but they do not show prospects of maturing at present.

The enormous increase in cost of nearly all building materials is to some extent responsible for the delay in work, of which plans have already been drawn. A shortage of labor, due to the large number of men being sent to the war zone has increased wages and thereby added to the cost of building. Brick makers have felt the result of the scarcity of labor and have found themselves compelled to increase the wages of their employees. Even with the increase of wages they have been unable to retain sufficient help to keep the plants running.

## New York Brick Plants to Close.

New York, April 1.—Wood & Allison, Haverstraw, one of the oldest brick manufacturing plants in the Hudson river district, probably will not operate their yards this season, unless there is a big change for the better in prices and demand. They intend to lease it, if they can, and if they are unsuccessful in this regard they will allow the plant to remain idle for the present. These names are prominent in the brick industry of Haverstraw; the name "Allison" having first been identified with the brick business at that place.

The Wood family are descendants of the great pioneer brick maker of that name. The two names have been identified with three prominent brands of building brick called respectively "B. J. A. & Co." "W. & A." and the "A. W." All these brands have been well known in the trade since Haverstraw first became a prominent brick center; the three yards covering an area of 53 acres, and having a capacity of upwards of 30,000,000 brick a season. As a face brick the "W. & A." brand has been extensively used. One of the yards controlled by this firm is an open yard and the others are closed. Sod pits are used in all three yards.

Another plant that has been reported as being unlikely to reopen this season is the Brophy plant at Grassy Point in the Hudson district. Several others have been mentioned. In the Raritan district reports had it that the Perth Amboy brick plant was going to stop operations, but this report became current through an option secured upon its property by a branch of the Du Pont Du Nemours Powder Co., for the purpose of extending its plant. This brick plant will construct a plant elsewhere if the real estate deal goes through.

The Savage Clay Products Co., capital \$1,000,000, has been organized at Pittsburgh and has been consolidated with the business of the Freeman Fire Brick Co., of New Cumberland, W. Va., which has one of the best plants in the Ohio valley. The new company will have an acreage of 3,248 acres with a daily capacity of 155,000 brick. It proposes ultimately to turn out about 3,000,000 brick a year. The Union Trust Co., of Pittsburgh, has been named as trustee and offices for the new company have been started in the Park building in that city. The plants of the Savage Fire Brick Company are near Meyersdale, Pa., in Somerset

county, with B. & O. shipments. The directors of the new company are as follows: William Banfield, of Follansbee, W. Va.; W. D. Crawford, of Steubenville, Ohio; Percy Allen Ross, of Johnstown, Pa.; Charles B. Crawford, of Follansbee, W. Va.; Albert McCombs, of Akron, Ohio; F. W. Owerly, of Steubenville, Ohio; Arthur Schiller, of Pittsburgh; Alfred S. Freeman, of Steubenville, Ohio, and Attorney Arthur C. Stimler, of Johnstown, Pa.

## News From the Field.

The United Brick Co., of Jefferson, Ohio, will add four more kilns to its plant there, each to have a capacity of 50,000 brick.

The Joseph Soisson Fire Brick Co., of Connellsville, Pa., has installed a new brick machine with a capacity of 6,000 paving blocks an hour at its plant near Latrobe, Pa.

The Freeport Clay Products Co., of Freeport, Pa., has resumed operations in full, with Joseph Gravatt as manager.

The Wooster Shale Brick Co., of Wooster, Ohio, has increased its capital from \$150,000 to \$300,000 in order to extend its operations.

The Valley Brick Co., of Charleston, W. Va., has filed a petition in bankruptcy. Assets are given as \$45,000 and liabilities \$50,000.

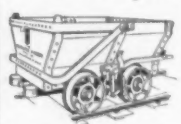
The Clark Brick Co., of Freeport, Pa., has started to make extensive repairs on the plant of the Margarite Tile Brick & Coal Co. there, which was formerly known as the Clark Brick Co.

The Ashtabula Shale Brick Co., of Ashtabula, Ohio, has voted a \$100,000 bond issue to increase its capacity.

The Garfield Fire Clay Co. has started to rebuild its plant at Bolivar, Pa.

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TOLEDO, OHIO

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The April issue of "The Ceresit Waterproofer"—that bright, snappy, sales-boosting house-organ—is just out. Get a good number of these and send them out to your customers. See the keen interest they arouse in CERESIT.

Ask for our dealer's proposition today—you cannot afford to overlook it.

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—all good money-makers.  
**Waterproofing Compound**  
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**Stone Backing**  
**Weather-Wear Roof Coat**  
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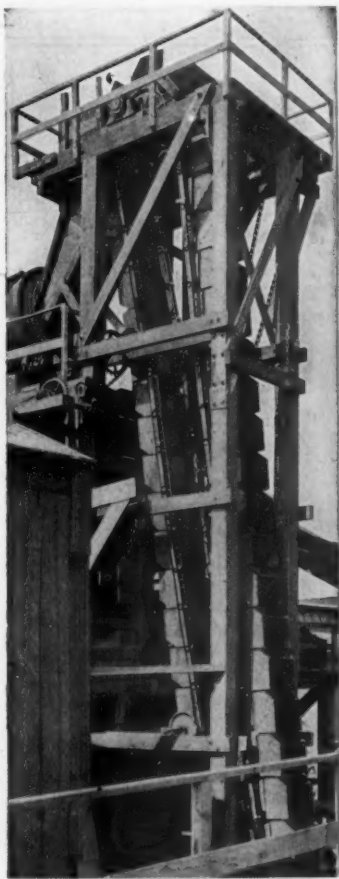
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CHICAGO

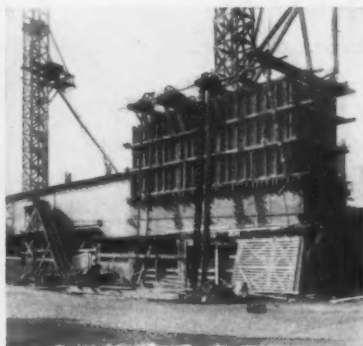


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### ROCK PRODUCTS AND BUILDING MATERIALS

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